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# The CHEMIST AND DRUGGIST

*Established* 1859 28 Essex Street, Strand, London, W.C.2 *Registered as a Newspaper*

No. 2786.
VOL. CXIX.

JULY 1, 1933

*Annual Subscription (with Diary)* 20/-. *Single Copies* 9d.

*Index to Advertisers, pp. 5 & 6.*

# For True Profit

CONCENTRATE your selling efforts on lines that allow a profit more than sufficient to cover your overhead expenses.

Euthymol Tooth Paste is a pharmaceutical product that maintains its price and profit at a fair economic level, a level that is consistent with the conditions of pharmacy. It yields a true profit and gives a sound return for any interest taken in it.

Buy Euthymol on bonus terms. Ask our representative for particulars, or write to :—

**PARKE, DAVIS & CO.,**
**50 Beak St., London, W.1.**
Laboratories: HOUNSLOW, MIDDLESEX
*Inc. U.S.A.: Liability Ltd.*

# The Chemists' House for The Chemists' Wants

¶ Prompt deliveries for stock orders.

¶ Special express service for urgently wanted lines.

¶ Carriage paid on Country orders Free packing.

¶ Orders solicited from Chemists only.

## Write or telephone us
## We are open to suggestions

# SANGERS Ltd.

**258 EUSTON ROAD, LONDON, N.W. 1**

BRISTOL:
40-41 Redcliff Street

NEWCASTLE-ON-TYNE:
Old Infirmary Buildings

A A

## "Did you hear what happened to Mrs. Brown?"

You know as well as I do that the man and the woman in the street have a certain amount of money to spend. You want some of this money. So do the makers of motor cars, boots and shoes, clothing and wireless sets. Heaps and heaps of people all wanting the same money that you are after. And when you try to win some of this money, think, and think hard about what I have often said, that Markets are *People*, and these people like to hear about people, too. Wars and peace conferences and balanced budgets are most intricate and complicated things. The average man and woman simply cannot comprehend their significance. They don't even want to. We know these everyday people may lack culture and polish. They may not be overburdened with grey matter, but you can't get away from the fact that they are very shrewd indeed when it comes to being sold. You may tell them a lot of wonderful things about your product, but their reaction is swift. It seldom varies. With admirable selfishness, they reduce all the larger problems of the universe to terms affecting themselves. All they ask is, "What will it do for ME?" Yes, the simple, human and really sincere selling message is the one that wins the money you are after. People are the most interesting things to talk about. People always like to talk about people. In offices and workshops, in our homes and out in the street, the conversation is mainly about people. And over the garden fence comes the message, "did you hear what happened to Mrs. Brown?" Therefore, in all your advertising, Gentlemen, remember that markets are just people, and that a good selling message needs no frills and beautiful nonsense. The simple message is direct, informative and convincing. Don't you agree?

H. L. Gaunt
Service Dept.

# WAIDE OF LEEDS

Thomas Waide & Sons, Ltd., of Kirkstall Road, Leeds, are the people who produce the kind of Printing which makes the reader friendly disposed towards you and particularly interested in what you have to sell

# FOUR SUNSHINE LINES

## *BRINGING YOU CUSTOMERS!*

YOU need have no hesitancy about stocking these products—the name of Hay brands them with the hall mark of quality. Four popular Sunshine Lines bringing you ready sales throughout the Summer season. Attractively packed at the prices offered they represent the best value both to you and your customers.

SUN-TAN OIL
HÂLE POWDER
SUNBURN LOTION
ANTI-GNAT BITE

Sample of any of the above together with full particulars and prices will gladly be forwarded to all bona-fide inquirers. Write to Dept. C.D.9.

## WILLIAM HAY LIMITED

Manufacturing Chemists

## HULL

Illustrating the 3 oz. pack SUN TAN OIL. Display cards free. Write for publication S/4.

*London Branch:*
3 BROWNING ST., WALWORTH, S.E.17

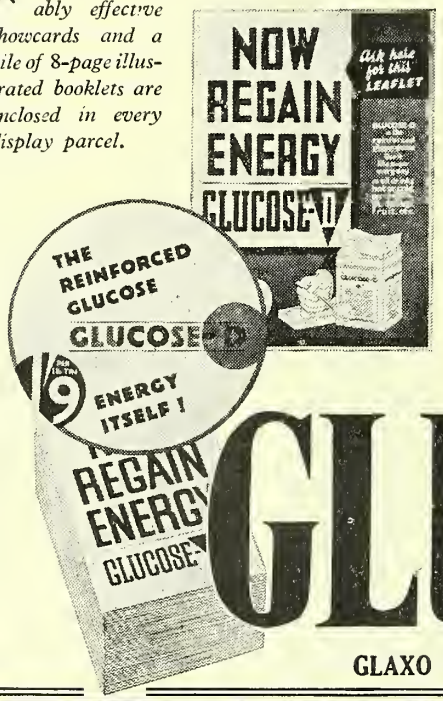
# DISPLAY PARCELS

## *to help you keep the glucose trade*

Now—when the summer season is reaching its height—*cash* in on the vogue for glucose. Now—when your customers are in *daily* need of fresh energy—you are able to get stocks of Glucose-D, the energy-maker, at terms that show you *extra* profit.

The special display parcels of Glucose-D, listed opposite, help you to keep the glucose trade which is legitimately yours, and help you to sell *more* at the right time of year—*now*. Sales of Glucose-D are going from record to record. You are strongly advised to take *immediate* opportunity of these terms.

★ *Two remarkably effective showcards and a pile of 8-page illustrated booklets are enclosed in every display parcel.*




### GLUCOSE-D DISPLAY PARCEL No. 1

| | £ | s. | d. |
|---|---|---|---|
| 4 doz. × 1 lb. tins @ 21/- less 33⅓% - | 2 | 16 | 0 |
| Sells for - - - - - | 4 | 4 | 0 |
| SHOWING A PROFIT OF - | 1 | 8 | 0 |

This represents a profit of 50% on cost.

### GLUCOSE-D DISPLAY PARCEL No. 2

| | £ | s. | d. |
|---|---|---|---|
| 2 doz. × 1 lb. tins @ 21/- less 33⅓% - | 1 | 8 | 0 |
| Sells for - - - - - | 2 | 2 | 0 |
| SHOWING A PROFIT OF - | | 14 | 0 |

This represents a profit of 50% on cost.

### GLUCOSE-D DISPLAY PARCEL No. 10

| | £ | s. | d. |
|---|---|---|---|
| 4 × 7 lb. tins @ 10/6 less 33⅓% - - | 1 | 8 | 0 |
| Sells for - - - - - | 2 | 2 | 0 |
| SHOWING A PROFIT OF - | | 14 | 0 |

This represents a profit of 50% on cost.

*These special parcels are supplied on the understanding that a display will be made. Orders should be sent either to the Glaxo Laboratories, 56 Osnaburgh Street, London, N.W.1, or to our official distributors Messrs. Sangers Ltd., Euston Road, London, N.W.1. If required to be invoiced through your usual wholesaler, please indicate the name and address. PARCELS NOT AVAILABLE IN THE IRISH FREE STATE.*

# GLUCOSE-D

**GLAXO LABORATORIES, 56 OSNABURGH STREET, LONDON, N.W.1**

# INDEX TO ADVERTISERS


Allan Manfg. Co., Ltd. (Cut-Out Letters) ... 20
Aspro, Ltd. (Aspro) ... xviii
Association of Manfg. Chemists, Ltd. Col. Supp.
Ayrton, Saunders & Co., Ltd. (Wholesale Druggists) ... 15

Bailey, R., & Son, Ltd. ("Steraid" Dressings) ... xvi
Baird, J., & Sons (Sun Glasses, &c.)... xvii
Baiss Bros. & Co., Ltd. (Druggists' Sundries) ... vi
Barker, R., & Son, Ltd. (Infants Preservative) ... xii
Barnett, Jack L., Ltd. (Bottles) ... 20
Battle, J. C. M. (Vermin Killer) ... 18
Bayer Products, Ltd. (Phenacetin) ... ii
Bell, John, Hills & Lucas, Ltd. (Sunburn Lotion) ... Leader Page
Benckiser, J. A. (Tartaric Acid, &c.) ii
Berdoe & Fish, Ltd. (Valuers, &c.) Col. Supp.
Bidwell, Bidwell & Co., Ltd. (Tooth Brushes, &c.) ... 19
Blackwell, Hayes & Co., Ltd. (Fruit Essences, &c.) ... vi
Blythe, W., & Co., Ltd. (Chemicals)... vi
Bob Martin, Ltd. (Dog Remedies) ... 9
Box 222/956 (Indian Agencies) ... 20
Box E.L.N. 4152, Rudolf Mosse, Ltd. x
Brady & Martin, Ltd. (Galenicals, &c.) vi
Brierley, John (Valuer, &c.) ... Col. Supp.
British Drug Houses, Ltd., The (Otango Cream) ... 24

British Xylonite Co., Ltd. (Halex Toothbrushes) ... 20
Burall Bros. (D. & P. Service) ... 20
Burge, Warren & Ridgley, Ltd. (Surgical Rubber Goods) ... 20
Burrough, James, Ltd. (Alcohol) Leader Page
Burroughs Wellcome & Co. (Alkaline Compound Effervescent) ... 23
Burt, Boulton & Haywood, Ltd. (Disinfectants) ... 6

Calder's Yeast Co., Ltd. (Yeast Tablets) ... xiii
Camwal, Ltd. (Table Waters) ... xii
Cephos, Ltd. (Headache Remedy) ... viii
Cheltine Foods Co. (Diabetic Foods)... xii
Christy, T., & Co. (Page-Barker Lotion, Cachet Machines, &c.)...17 & 20
Clark, S. F. (Valuer, &c.) ... Col. Supp.
County Perfumery Co. (Brylcreem) ... 19
Cow, P. B., & Co., Ltd. (Hot Water Bottles) ... xvii
Cox, A. H., & Co., Ltd. (Marienbad Tablets) ... Cover
Crookes Laboratories (Collosol Lacto-Calamine) ... x

Dudley & Co., Ltd. (Showcases) ... 18
Duncan Flockhart & Co. (Toilet Preps.) vii

Eagle Photographic Service (D. & P. Service) ... 14
Edge, W., & Sons, Ltd. (Drummer Dyes) ... xiv

Energen Foods, Ltd. (Energen Bread) xv
Evans Sons Lescher & Webb, Ltd. (Ephregel) ... 15

Fecher, M. J., Ltd. (Bottles) ... 10
Ferber, Robert, Ltd. (Medicinal Capsules, &c.) ... viii
Ferris & Co., Ltd. (Nigroids) ... vi
Fox, Francis F., & Co., Ltd. (Liquid Paraffin) ... ix

Gardiner & Co. (The Scotch House), Ltd. (Overalls) ... 18
Garfield Tea Co. ... ix
George, Ernest J. (Valuer, &c.) Col. Supp.
Glaxo Laboratories (Glucose-D., &c.)... 4
Griffin & Tatlock, Ltd. (Pharmaceutical Machinery) ... 14
Grout & Co., Ltd. (Vic Wrist Bandage) ... xvi

Hackett, S. E. (Film Overstocks) Col. Supp.
Hampshire, F. W., & Co., Ltd. (Wasp Flyband) ... 8
Harkness, Beaumont & Co., Ltd. (Malt Extract, &c.) ... vii
Harley, T., Ltd. (Rodine) ... 8
Harris, Hart & Co., Ltd. (Glauber Salts, &c.) ... iii
Hay, Wm., Ltd. (Sun-Tan Oil, &c.) ... 3
Hirst, Brooke & Hirst, Ltd. (Manufacturing Chemists) ... Cover
Hopkin & Williams, Ltd. (Chemicals)... vii
Hough, Hoseason & Co., Ltd. (Nalgo Antiseptic) ... 5


[*Continued overleaf.*


SALES INCREASING EVERY MONTH!

NALGO

THE PAIN-KILLING ANTISEPTIC

*You will be asked for this unique Antiseptic because :—*

Dentists and Medical men throughout the country have acclaimed NALGO as the Antiseptic for which they have been waiting.

**NALGO** the efficient and pleasant gargle.
**NALGO** is the ideal Mouth Wash after Dental extraction.
**NALGO** for Septic Sockets, Spongy Gums, Pyorrhoea, etc.
**NALGO** for Cuts, Wounds, Abrasions, Scalds.

You will be doing your customers a good turn by recommending NALGO because NALGO definitely takes away pain, stops swelling and quickly subdues inflammation.

***Packed in two sizes—10½d. and 1s. 6d.***

TRADE & EXPORT ENQUIRIES INVITED.

HOUGH, HOSEASON & Co., Ltd.

*Manufacturing Chemists,* MANCHESTER

NA.1

*Backed by merit & National advertising!*

*INDEX—cont.*

Iglodine Co., Ltd. (Iglodine) ..... x
Ilford, Ltd. (Selo & Selochrome Films) 7

Josephs, Philip, & Sons, Ltd. (Shopfittings) .....Col. Supp.

Kent, G. B., & Sons, Ltd. (Brushes)... 16
King, J. C., Ltd. (Counters) ..... 10
Kof-Oh Co., Ltd. (Clear Corn) ..... viii

Lennon, Ltd. (South African Agencies) iii
London & Provincial Factors, Ltd. (Wanie Blades) ..... 18

McGlashan, D., Ltd. (Abdine) Leader Page
Martin, Bob, Ltd. (Dog Preparations) 9
Martindale, W. (Sterules) ..... iv
Mather, William, Ltd. ('Crocus' Corn Comfort) ..... xvi
Matthews, D., & Son (Shopfittings) Col. Supp.
Matthews Laboratories, Ltd. (Digitalis) .....Leader Page
Maund, F., & Berg, E., Ltd. (Showcases) .....20 & Col. Supp.
Maw, S., Son & Sons, Ltd. (Toothbrushes) ..... 11
Meggeson & Co., Ltd. (Glucose Lemonade, &c.) ..... i
Methylating Co., Ltd. (Methylated Spirit) ..... vii
Midgley & Parkinson, Ltd. (Yeast Preps.) .....Leader Page

Monsanto Chemical Works, Ltd. (Aspirgran) .....Cover
Mundet Cork Products, Ltd. (Corks and Stoppers, &c.) ..... 10
Myers, E. J. (Shopfittings) .....Col. Supp.

Newball & Mason, Ltd. (Extract of Herbs) ..... xv
Norwegian Cod Liver Oil ..... xi

Oralite Co., Ltd. (Denture Soap) ..... 16
Orridge & Co. (Valuers, &c.) ...Col. Supp.
Owl Advertising & Photographic Service ..... 12

Parke, Davis & Co. (Euthymol) .....Cover
Pifco, Ltd. (Sharpex Razor Blade Sharpener) ..... 18
Potter & Clarke, Ltd. (Wholesale Druggists) ..... 21
Prideaux's, Ltd. (English Dried Milk) xv

Rivista Italiana delle Essenze e Profumi ..... xii
Ronaldson, J., & Co. (Senna) ..... 20
Rose, J. L., Ltd. (Pyrogallic Acid, &c.) iv
Roura & Forgas (Quicksilver) ..... iv
Rowland, A., & Sons, Ltd. (Macassar Oil) ..... 16
Rudduck & Co. (Shopfittings) ...Col. Supp.

Sangers, Ltd. (Service) ..... 1
Scott and Bowne, Ltd. (Shaving Preparations) ..... 20
Scruton, O., & Co. (Nurse Harvey's Mixture) ..... 20

Scurr, C. A. (Optical Tuition) ..... 12
Seajoy Co. (Seasickness Remedy) ..... x
Shadeine Co. (Hair Dyes) ..... 20
Smith, T. & H., Ltd. (Alkaloids) ..... iii
Solazzi (Liquorice) ..... ii
Solport Bros., Ltd. (Nail Polishers, &c.) 16
Southall Bros. & Barclay, Ltd. (Cod Liver Oil, &c.) ..... xvi
Spencer Bros. (Powder Puffs) ..... 17
Stemco, Ltd. (Flit) ..... 8
Sterns, Ltd. (Oils, Petroleum) ..... ix
Stewart, Goodall & Dunlop, Ltd. (Nuctone) ..... 19
Sumner's Typhoo Tea, Ltd. ...Leader Page

Thomas & Linton, Ltd. (Iodine Pens, &c.) ..... 20
Townsend, James, & Sons (Spirit Rebate Books) ..... ix
Town Talk Polish Co. (Liquid Silver Polish) ..... xiv

Veldt Laboratory, The ("Veldt" Cream) ..... 12
Viscose Development Co., Ltd. (Bottle Capping) ..... 12

Wagner, R. V. (Bottle Caps) ..... 10
Waide, Thos., & Sons, Ltd. (Printers) 2
Westminster College of Pharmacy ..... 12
Whiffen & Sons, Ltd. (Bromides, &c.) v
Wilcox, Jozeau & Co. (Cachets Faivre) Leader Page
Wood Bros. Glass Co., Ltd. (Eyebaths) xiv

Zeal, G. H., Ltd. (Clinical Thermometers) ..... xvi

When you tender for **Disinfectants**

to Hospitals, Public Institutions, Local Councils, &c.

REMEMBER that

**Burt, Boulton & Haywood** LTD.

give you special terms for contracts.

Carbolic Disinfecting Fluids containing 3% to 80% Tar Acids.
White Disinfecting Fluids—miscible in salt, fresh or brackish water Co-efficients 10/12, 18/20, 20/22.
Lysol 50% Cresols guaranteed. Pine Disinfecting Fluids.
Pink Carbolic Disinfecting Powders containing 5% to 20% Tar Acids.
Creosote Disinfecting Powders containing 5% to 20% Tar Acids.

Carbolic Disinfecting Fluids Rideal Walker Co-efficients 2 to 20.
Liquid Carbolic and Cresylic Acid Dark 95/97% and Pale 97/99%.
Sulphur Candles. Formaldehyde (Formalin) 40% Solution.
Formaldehyde (Formalin) Tablets. Liquid Soaps.
SOLUBLE Carbolic or Pine Blocks for road watering vans.
Carbolic Weed Killer, etc.

**Tar Acids and Rideal Walker Co-efficiency guaranteed. May be sold by Chemists and Druggists under own name.**

**Special Disinfectant Fluids approved by the Ministry of Agriculture under the "Diseases of Animals Acts." May be packed and sold by Chemists under own name.**

*SAMPLES AND PRICES ON APPLICATION TO*

**BURT, BOULTON & HAYWOOD, LTD.**

**BRETTENHAM HOUSE, WELLINGTON ST., STRAND, LONDON, W.C.2.**

*Phone : Temple Bar 5801 (5 lines)* *Telegrams : "Burboul, Rand, London."*

TOP LINES

THE TWO

The lines to help you make the very most of the photographic side of your business are

# SELO

*and*

# SELOCHROME

You proved it for yourself last year—and the year before ! Now break your own record. You'll have no difficulty in doing so if you make the powerful new Selo and Selochrome displays a prominent feature of your windows.

Made in England by
ILFORD LIMITED
ILFORD · LONDON

*The attractive set of showcards available, includes the centre-piece in full colours here reproduced.*

## *A Flit Display brings you more customers and larger profits!*

Flit advertising, comprising more than fifteen million messages, cannot fail to reach and impress the majority of the people that pass your store. They look for a sign in your window that Flit is available. A display of the attractive Flit showcards will bring these people into your store to buy Flit — and other goods.

Furthermore, your profit on every sale of Flit is increased through window displays. Select one of the bonus offers below, or write for complete list.

### *Specimen Bonus Offers for Window Display*

**INCLUDING NEW SIZE SELLING AT 1/3**

| NO. | | | | LIST PRICE | CHARGED AS |
|---|---|---|---|---|---|
| 1. | 1 Doz. | 2/- | Tins ... ... | 17/- doz. | 11 tins only |
| 2. | 1 ,, | 3/- | ,, ... ... | 25/6 ,, | 11 ,, |
| 3. | 1 ,, | 5/- | ,, ... ... | 42/- ,, | 11 ,, |
| 4. | 1 ,, | 2/3 | Hand Sprayers | 19/- ,, | 11 only |
| 5. | 2 ,, | 1/3 | Tins ... ... | 11/- ,, | 23 tins only |
| 9. | 2 ,, | 1/9 | Trial Outfits ... | 14/6 ,, | 23 only |

*Every Offer Carriage Paid*

*Sole Distributors for the United Kingdom:* STEMCO LIMITED, 128-132, Albert Street, Camden Town, N.W.1

# You'll profit by his death

Rodine makes a quick end of Rats and Mice. You can recommend it with confidence to householders, factories, warehouses—for use on farms and all places overrun by rats and mice.

One Rodine user counted 300 dead rats after one application of Rodine.

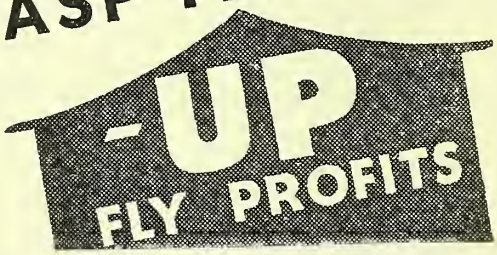
It is the most effective rat and mouse exterminator and is being extensively advertised everywhere. Show Rodine on your counters. You will find it a highly profitable line to stock.

Retails in tins at **7½d., 1/3, 2/6** and **5/-**

# RODINE
## KILLS RATS & MICE

It's the small line with the huge sales, this Wasp Flyband. It takes up no room on your shelves and it lasts indefinitely—no dead stock left on your hands. It is the surest, quickest, cleanest fly-catcher and customers are always satisfied. **Stock up now.** Wasp Flyband will make good profits for you.

# WASP FLYBAND




*Manufactured by F. W. Hampshire & Co., Ltd., Sunnydale, Derby*

# Displays which bring INCREASED SALES and BIGGER PROFITS

*ABOVE—Showcards to increase your sales of the Bob Martin supporting lines.*
*RIGHT — The latest "Whimsical" cut-out. Raises a ready smile and makes a ready sale.*

*Pharmacists everywhere will tell you*

## A BOB MARTIN DISPLAY ALWAYS PAYS

INCREASED sales always follow when you show Bob Martin Display Material.

Year after year, for years past, a succession of the biggest advertising campaigns ever launched for dog medicines has convinced every thoughtful dog owner in the country that to keep his dog healthy and clean, and in every way a "fit" companion, he must use Bob Martin's Preparations. Every dog-owner in your district is a regular buyer of Bob Martin's Condition Powders and other Bob Martin preparations. You will be pleasantly surprised at the increased sales which follow immediately you show Bob Martin Display Material and so attract these customers to *your* pharmacy.

Mr. J. R. Thorton, M.P.S., 4 Stratford Road, Kensington, writes :—"As a result of a small display of your Dog Preparations inside my pharmacy the sales have more than trebled in a month."

*A very popular two-piece display for Bob Martin's Condition Powders.*

**THESE BOB MARTIN DISPLAYS CAN BE MAKING MONEY FOR YOU WITHIN FORTY-EIGHT HOURS—WRITE TO-NIGHT**

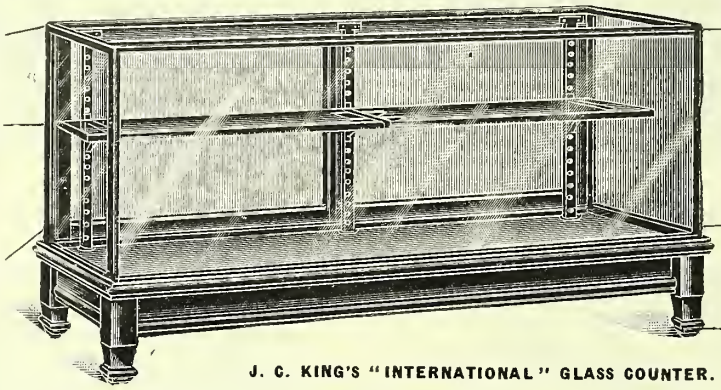
Display material for all Bob Martin lines is waiting to set your sales soaring. A few of the latest display pieces are shown here, but a complete range will be sent on receipt of a postcard. Write NOW to

**BOB MARTIN LTD., DISPLAY DEPT., SOUTHPORT**

## *A Bob Martin display makes Passers-Buy!*

# KING'S

## REVOLUTIONISE THE PRICE OF GLASS COUNTERS




J. C. KING'S "INTERNATIONAL" GLASS COUNTER.

**REF. No. H. 2913.** This wonderful Showcase can be supplied with a solid oak or mahogany frame. It is fitted with new first quality drawn plate glass front, top and sides ¼" thick, with 2 clear glass sliding doors at back on roller bearings running on a steel track. The interior of the showcase is fitted with standard bar and adjustable brackets with one row of plate glass shelves 12" wide × ¼" thick, polished edges the full length of the counter. The bottom of the showcase has a polished oak ply floor and the legs are fitted with metal adjustable feet.

**DIMENSIONS : 6 FEET LONG × 3 FEET HIGH × 2 FEET BACK TO FRONT.**

**PRICE £8 : 0 : 0 EACH**

**Carriage paid within an area of 20 miles Oxford Circus, London, otherwise ex-works (London) insured by J. C. King in transit.**

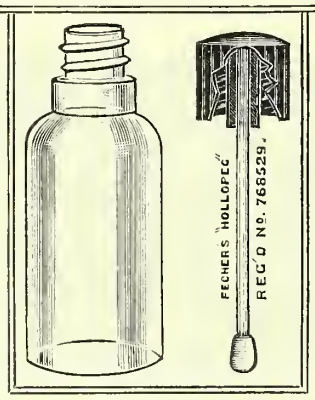
*We will be pleased to forward our complete Catalogue No. 1013 post free on application.*

## J. C. KING LTD., 42-60, GOSWELL ROAD, LONDON, E.C.1

'PHONES: CLERKENWELL 2316 (6 LINES)



A MODERN GADGET




FOR MODERN PEOPLE

## The PERFECT CONTAINER for *Corn Solvent or Tincture of Iodine*

This bottle is rapidly replacing the former kind with Box Top Cork at very little extra cost. Ask your Wholesaler for FECHER'S "Hollopeg."

*For further particulars apply to:*

## M. J. FECHER, LTD.

10 DOD STREET, LIMEHOUSE, LONDON, E.14

*Phone: East 3228*



NOW BRITISH MADE

## WAGNER'S DRY BOTTLE CAPS

BEST IN QUALITY & APPEARANCE

*Self-Fixing*

## R. V. WAGNER

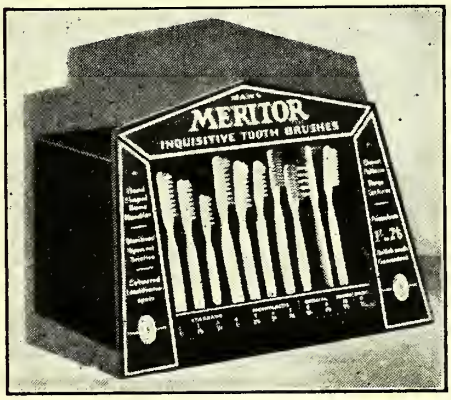
33 BROOKE ST., LONDON, E.C.1. *Tel. Holborn 5090*



## Corks & Stoppers

# MERITOR (Regd.) Bone Tooth Brushes

## Special Offer of Latest Mark IV Salesmaker



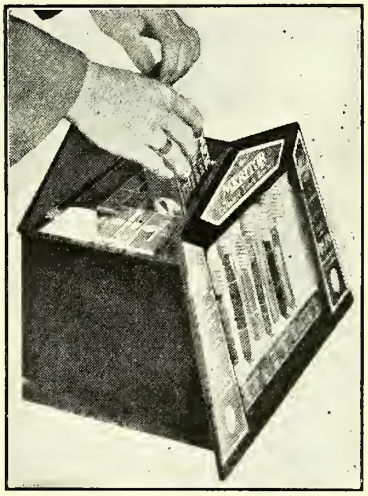

MARK IV DISPLAY SALESMAKER

The Mark IV Salesmaker is the latest and most practical display unit we have yet designed for Meritor Bone Tooth Brushes.

It is strongly made of polished black wood and embodies a withdrawable sales tray, with the brushes displayed on their backs and showing to the best advantage.

The pattern and price labels have been improved, so that all labels are now boldly printed, showing cream letters on dark green ground.

The stock box is constructed to hold the cartons vertically, so that when the lid is lifted the stock can be handled with ease.



STOCK BOX AT BACK

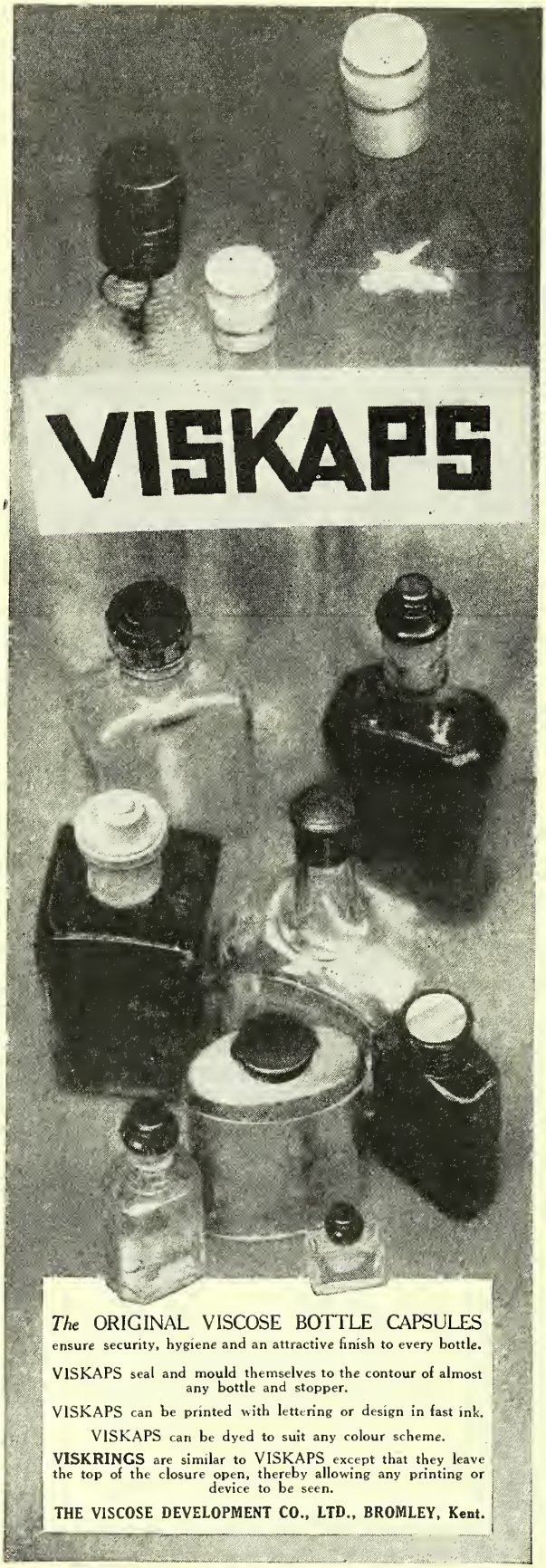
**SUPPLIED FREE OF CHARGE**
on receipt of your order for:—
3 dozen MERITOR Bone Tooth Brushes
in the gay New Cartons.

*Strictly Limited Quantity of Salesmakers are available*

**ORDER NOW! TO AVOID DISAPPOINTMENT**

S. Maw, Son & Sons, Ltd.,
Aldersgate Street,
London, E.C.1.

TRADE MARK




*The* ORIGINAL VISCOSE BOTTLE CAPSULES ensure security, hygiene and an attractive finish to every bottle.

VISKAPS seal and mould themselves to the contour of almost any bottle and stopper.

VISKAPS can be printed with lettering or design in fast ink.

VISKAPS can be dyed to suit any colour scheme.

**VISKRINGS** are similar to VISKAPS except that they leave the top of the closure open, thereby allowing any printing or device to be seen.

**THE VISCOSE DEVELOPMENT CO., LTD., BROMLEY, Kent.**

A free Postcard enlargement with each film developed and six prints.

Tel. No. 226

**The "PEERLESS" Water Colour Series**

**A "Peerless" is a joy supreme —a reminiscence always living—a gift divine.**

*For prices and specimens apply:—*

**The 'Owl' Advertising and Photographic Service, Louth.**

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**FREE ½-doz. 1/- Veldt Cream**

**WITH EACH ORDER VALUE £2 (INCLUDING SOAP)**

*Example*—12 doz. 5*d*. "Veldt" Cream costs 40/-, *with Bonus* Yields 66/-, *i.e.*, approximately 40% on turnover.

"Veldt Cream"

GOOD SHOW MATERIAL WELL & CONSISTENTLY ADVERTISED

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PRACTICAL WORK. Personal tuition in the practical work is a distinctive feature. Students can avail themselves of the practical classes held during examination times when they are in London.

*Expert Tuition for the SIGHT-TESTING DIPLOMAS of the Worshipful Company of Spectacle Makers (F.S.M.C.); the British Optical Association (F.B.O.A.); the National Association of Opticians (F.N.A.O.); or the College of Optics (F.C.O.).*

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**50 HIGH STREET, BARNET, LONDON, N.**

(*Æsculapius*)

# EPHREGEL

Trade Mark Regd

## Nasal Jelly

For
Quick Relief
of Hay Fever

Ephregel is a combination of Ephedrine and Adrenalin with suitable analgesics and aromatics in a water soluble non-greasy base. In this form it is specially suitable for prompt and most efficient action on the mucous membrane of the nose for the reduction of congestion especially in

**HAY FEVER, RHINITIS and ACUTE COLDS**

In tubes at **1/6** each

BRITISH PRODUCT

Prepared at
EVANS' BIOLOGICAL INSTITUTE, HIGHER RUNCORN
by

Evans Sons Lescher & Webb Ltd.

LIVERPOOL LONDON DUBLIN

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Name and Address on Wallets.

Bonus of three Postcards for customers when they have had 10/- value of work.

Giant Prints 15″×11″ to retail at 1/6.

Double size prints from V.P.K. of 120 negatives to retail at 2d. and 2½d. respectively.

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Handbills and window show material. Write to us for details.

If you have special local difficulties consult us and see if we can help you.

Terms D & P 40% and Enlarging 33⅓% discount.

Best work, prompt despatch, Colour work a speciality.

Also special terms for View [postcards in quantities.

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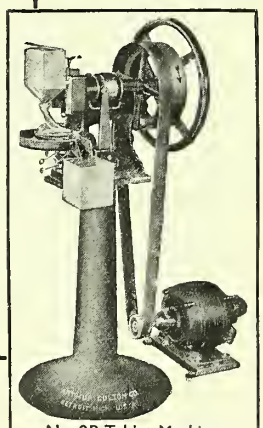
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## Tablet Machines

Colton Tablet Machines possess all the good qualities growing out of many years of experience in this field. A range is available that will produce every size of tablet from ⅛ to 3 inches diameter, in outputs varying from 100 to 1,500 per minute.

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A new method of sealing collapsible tubes, eliminating the use of the metal clip and giving greater security to the contents with a more decorative appearance to the finished tube.

# GRIFFIN AND TATLOCK · LTD ·

SOLE BRITISH AGENTS · KEMBLE STREET · KINGSWAY · LONDON · W.C.2

# The finest bottle in Pharmacy——

## THE AYRTON OVAL

*We are now able to supply the Ayrton Oval in three varieties—*

1. **ORDINARY CORK MOUTH**
2. **METAL SCREW CAPS, ENAMELLED WHITE, WITH CORK WADS**
3. **BLACK BAKELITE CAPS WITH CORK WADS**

**Reduced prices for—**
**CORK MOUTH**

| | 1 oz. | 2 oz. | 3 oz. | 4 oz. | 6 oz. | 8 oz. | 10 oz. | 12 oz. | 16 oz. | 20 oz. |
|---|---|---|---|---|---|---|---|---|---|---|
| Small lots | 15/- | 16/6 | 18/- | 20/- | 22/6 | 24/- | 30/- | 34/6 | 39/- | 50/- |
| In Single Fiberite Cases | 14/- | 15/6 | 17/- | 19/- | 21/- | 22/6 | 28/- | 32/- | 36/- | 47/- |
| Ex Works 5 gross Lots | 12/3 | 13/6 | 14/9 | 16/6 | 18/6 | 19/6 | 25/- | 28/- | 32/- | 40/6 |

**Reduced prices for**
**METAL SCREW CAPS**—White enamelled, with cork wads.

| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| Small lots | 16/6 | 18/3 | 19/9 | 22/- | 24/6 | 26/- | 32/- | 37/- | 42/- | 53/- |
| In Single Fiberite Cases | 15/6 | 17/- | 18/6 | 21/- | 23/- | 25/- | 20/- | 35/- | 39/- | 49/- |
| Ex Works 5 gross Lots | 13/3 | 14/6 | 15/9 | 17/6 | 19/6 | 20/6 | 26/- | 29/- | 33/6 | 42/- |

**An entirely new feature**
**BLACK BAKELITE SCREW-CAPS**—Finely moulded and polished, fitted with cork Wads. The cheapest of all fancy bottles, with wide mouth, suitable for almost every speciality sold in the Pharmacy.

| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| Small lots | 18/- | 20/3 | 21/9 | 24/6 | 26/6 | 28/6 | 34/6 | 39/6 | 44/6 | 56/- |
| In Single Fiberite Cases | 17/6 | 19/- | 20/6 | 23/- | 25/- | 27/6 | 32/6 | 37/6 | 41/6 | 52/- |
| Ex Works 5 gross Lots | 15/- | 16/9 | 18/6 | 20/- | 22/- | 24/- | 29/- | 33/- | 37/- | 47/- |

**CONTENTS of FIBERITE CASES** 2 gross 1½ gross 1 gross 1 gross ½ gross ½ gross 4 doz. 4 doz. 4 doz. 3 doz.
Washed, sterilised and papered ready for immediate use. Direct lots are sent in Fiberite cases, which are free.

## YORKSHIRE MADE DISPENSING FLATS

FIVE GROSS LOTS CARRIAGE PAID

**"WHITE FLINT" MACHINE-MADE DISPENSING :**

| | | 1 oz. | 2 oz. | 3 oz. | 4 oz. | 6 oz. | 8 oz. | 10 oz. | 12 oz. | 16 oz. | 20 oz. |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **Unwashed,** | per gross | 9/9 | 10/3 | 11/3 | 11/3 | 12/- | 12/6 | 17/6 | 19/9 | 24/- | 30/- |
| **Washed and Papered** | „ „ | 10/9 | 11/3 | 12/3 | 12/3 | 13/- | 13/6 | 18/6 | 20/9 | 25/- | 31/- |

Packed in "Mats," charged 1/6 each, and returnable.

**"E.D." (N.H.I.) Green, Mouth-Blown DISPENSING :**

| | | 1 oz. | 2 oz. | 3 oz. | 4 oz. | 6 oz. | 8 oz. | 10 oz. | 12 oz. | 16 oz. | 20 oz. |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **Unwashed,** | per gross | 10/- | 10/3 | 11/- | 11/6 | 12/9 | 13/3 | 16/3 | 18/- | 22/6 | 29/- |
| **Washed and Papered** | „ „ | 11/- | 11/3 | 12/- | 12/6 | 13/9 | 14/3 | 17/3 | 19/- | 23/6 | 30/- |

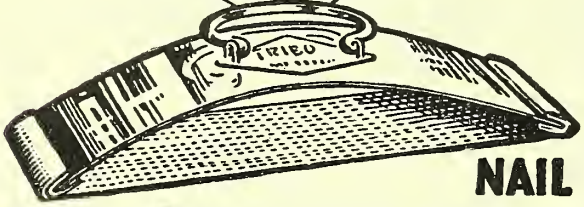
Packed in Crates, charged 2/6 each, and returnable.
NAME PLATES charged 5/- on first order only.

*THESE PRICES DO NOT APPLY IN THE IRISH FREE STATE.*

## AYRTON SAUNDERS & CO. LTD.

HANOVER STREET LIVERPOOL AND 44-46 NORTH LOTTS DUBLIN

SUPER - TRIBO FLEXIBLE
PATENTED



NAIL
POLISHERS & EMERY BOARDS

ALTHOUGH ONLY RECENTLY INTRODUCED THESE NOVEL FLEXIBLE POLISHERS AND EMERY BOARDS WITH THE RENEWABLE REFILLS, HAVE ALREADY COMMANDED LARGE SALES, AND HAVE BECOME EXTREMELY POPULAR AS THEY CONSTITUTE A GREAT IMPROVEMENT.

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RETAIL 6D. EACH

THE FLEXIBLE STEEL BOW HANDLE KEEPS TAUT, THE CHAMOIS POLISHING LEATHER OR THE EMERY BAND INSTANTLY RENEWABLE.

TRADE 4/- DOZEN

"TRIBO" Polishers are also supplied in large professional size.
Retail 4/6 each. Trade Price 36/- Dozen.

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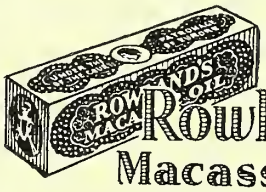
OBTAINABLE FROM YOUR USUAL WHOLESALER.

A GOOD DEAL

When you recommend Rowland's Macassar Oil as a hair tonic and dressing you are well on the way to a steady profitable trade, for it is a line which ensures regular purchasers.

For 140 years it has been giving complete satisfaction in every part of the world, and as it is not a cheap line, it brings you a good-class trade. Widely known and heavily advertised, Rowland's Macassar Oil is easy to sell.

In two forms—red for dark hair, golden for fair or grey hair.



Rowland's Macassar Oil

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OVER FIVE THOUSAND DENTISTS
are now using, and recommending their patients to use
ORALITE DENTURE SOAP
The most effective cleanser and steriliser known for NATURAL TEETH, ARTIFICIAL TEETH — and the GUMS —
We are shortly commencing a National Advertising Campaign, so be prepared and write for particulars of our attractive first order terms.
THE ORALITE CO., LTD., THORNTON, Blackpool, Lancs.

G. B. KENT & SONS, LTD.
Are known the World over as the Largest Manufacturers of
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A Promenade Display Cabinet on your counter is the surest way to new, profitable business. The Cabinet is bright, elegant and compact — and displays the famous Promenade Puffs in four attractive tiers.

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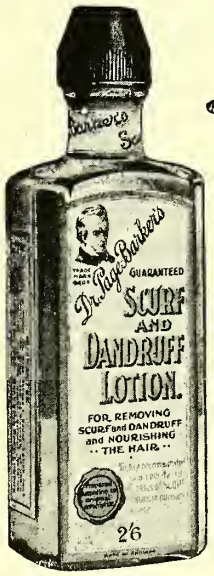


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The Guaranteed Specific for SCURF

Dr. PAGE-BARKER'S LOTION is known throughout the Trade as the one reliable specific for Scurf and Dandruff—which can be absolutely depended on and which can therefore be sold with every confidence. No matter how bad the case may be, **Page-Barker's** *will not fail.* **A cast-iron guarantee** with every bottle—that it will eradicate Scurf or the purchase price will be refunded without question. Shows you 80 per cent. profit on outlay.

PER 18/- DOZEN

**With every order for 3 dozen you get three 2/6 bottles as bonus and attractive showcards**

SHOWCARDS WITH EVERY ORDER. WRITE FOR EXPORT TERMS

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A quality Blade at a mass production price.
Satisfaction for your customers, more profits for you.
Send for sample to Dept. C.D.

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**SINGLE SIDED**
**9/- per 100**

**THREE HOLE**
**8/- per gross**



# EVERY MAN NEEDS IT... You SELL IT!

**STANDARD MODEL 2/-**

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. . . The "Sharpex" Stropper is the greatest boon ever offered to the millions of men who shave themselves. It means an end to all shaving problems and ensures a smooth and swift shave every day. Tell your customers what the "Sharpex" will do—use one to be convinced—then demonstrate it—sales are bound to follow. Stock up to-day. From PIFCO LTD., High St., MANCHESTER, or 150 Charing Cross Road, London, W.C.2, and good-class factors.

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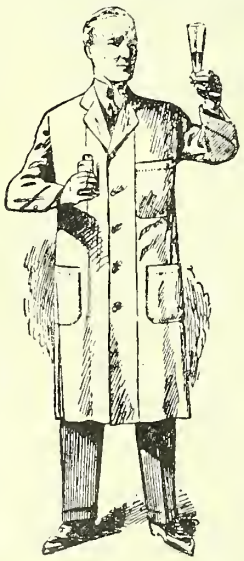
Overalls made from most reliable materials.
New Price List on application



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White Drill ... **4/6, 5/11, 7/11**
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Grey ... ... ... **8/6**

**LONG COATS**

White Drill
**5/11, 7/6, 9/6, 11/6, 12/6**
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**5/11, 6/11, 8/6, 9/6, 11/6, 13/6**
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Stand Collar. Button on Shoulder
White Drill ... **12/6, 14/6, 16/6**

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White ... ... ...**12/6, 14/6**

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Send chest measure and height.
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Very useful upright Showcase 5′9″ high × 20″ wide × 20″ deep, Glazed ¼″ Drawn Plate Glass. Interior fitted 2 adjustable glass shelves. Oak or Mahogany frames.

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Of all Patent Medicine Houses at 3/-, 5/- and 9/- per dozen.

In packets at 5d., 9d. and 1/3 each.
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The *sure* destructive agent which may be confidently recommended by Chemists for quick clearance of rats and mice.
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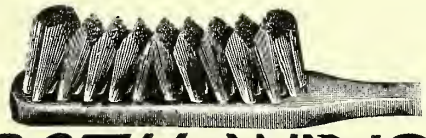
*The Perfect Hair Dressing*

Write for samples and details of big bonus offers to your wholesaler or

**The County Perfumery Company, Bradford St., Birmingham**



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**ATTRACTIVE — EFFECTIVE — DURABLE**

HARD BRISTLE IN BEST BONE HANDLES

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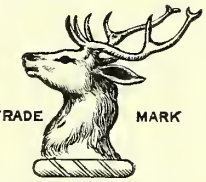


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***SAFE* FOR GREY HAIR**

MANUFACTURED BY STEWART, GOODALL & DUNLOP, LTD.

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The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessaries from him. Moreover, the continuous demand for it produces a quick turnover.

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### FOR TINTING GREY HAIR

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| Trial size 8d. per doz. | 6/- |
| 1/4 size, per doz. | 12/- |
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*6 colours — 7 patterns*

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**4/6 to 52/6**

**to suit all Dispensing Requirements.**

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HEALTH SALT
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PRICES
Potter's Vitalising
FRUIT SALINE
8 oz. bottles (retail 1/9) 12/- dozen
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Attractive show matter with all orders.
All the Year Round
HEALTH SALT
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Gross lots ... ... 4/3 dozen
1/- Bottles (4 oz.) ... 7/- dozen
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LIVER SALTS
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| Sodii Chloridi, | gr. 1 (0·065 gm.) |
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THE
# CHEMIST AND DRUGGIST
A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

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## CONTENTS

| | PAGE |
|---|---|
| Allen, Stafford & Sons, Centenary | 22 |
| Association Meetings | 12 |
| Births | 17 |
| British Pharmaceutical Conference | 4 |
| Business Changes | 7 |
| Correspondence:— | |
| Letters | 28 |
| Dispensing Notes | 30 |
| Legal Queries | 30 |
| Miscellaneous Inquiries | 30 |
| Subscribers' Symposium | 29 |
| Editorial Articles:— | |
| Finance Act | 19 |
| Trade Barometer | 20 |
| Deaths | 17 |
| French News | 4 |
| Imperial and Foreign News | 3 |
| Information Department | 18 |
| Insurance Act Dispensing | 10 |
| Irish Notes | 2 |
| Legal Reports | 5 |
| Marriages | 17 |
| National Pharmaceutical Union | 9 |
| New Companies and Company News | 5 |
| News of the Week | 1 |
| Personalities | 17 |
| Pharmaceutical Society of Great Britain:— | |
| North British Branch | 11 |
| Pharmaceutical Society of Northern Ireland:— | |
| Council Meeting | 8 |
| Administration of Pharmacy, 1932 | 8 |
| Retrospect | 30 |
| Scottish Notes | 2 |
| Sporting Events | 4 |
| Summer Outings | 13 |
| Topical Reflections | 3 |
| Trade Marks | 27 |
| Trade Notes | 16 |
| Trade Report | 24 |
| Birmingham Analyst's Report | 9 |
| Medicines for Out-Door Relief Patients | 10 |
| Pharmacy and Poisons Bill | 20 |
| Reminiscences | 21 |
| The Largest Paris Pharmacy | 14 |
| Trading Prospects with Austria | 20 |
| Wills | 7 |

# News of the Week

### International Standard for the Oestrus-Producing Hormone

In July 1932 a Conference was held in London, under the auspices of the Permanent Commission on Biological Standardisation of the Health Organisation of the League of Nations, with the object of discussing the possibility of securing international agreement on standards of reference and units of activity for the sex hormones. While the Conference agreed that knowledge of the male sex hormone, and of the hormones of the corpus luteum and the anterior posterior body, is at present insufficiently advanced to permit of a standard of reference being established and a unit of activity defined for these substances, important decisions were reached in regard to the oestrus-producing hormone. This hormone has been prepared in pure crystalline form, from the urine of pregnancy, in quantities sufficient to admit of chemical examination; it exists in two forms—a ketohydroxy form and a trihydroxy form—the first-named being the more active, by the ordinary methods of testing, in producing oestrus in animals subjected to oöphorectomy. As in the case of other substances exhibiting marked and specific biological activity, attempts to define units in terms of animal reaction had only served to show that units defined on such a basis lacked uniformity; the unit not only varied from one species of animal to another, but, in the same species, was dependent upon the method of administration and the method chosen for interpreting the result of the administration of the hormone.

The Conference agreed that, as in similar cases, the only safe basis for international agreement on a unit was the adoption of a standard substance, in terms of which the unit could be defined. The standard adopted by the Conference for international use is a quantity of the ketohydroxy form of the hormone in pure crystalline condition, which is preserved at the National Institute for Medical Research, London; and the unit of activity is defined as the specific oestrus-producing activity contained in 0.1 $\gamma$ (=0.0001 mg.) of this standard preparation.

In order to provide an adequate amount of material to serve as an international standard, different countries have sent samples of the pure crystalline ketohydroxy form of the oestrus-producing hormone to the National Institute for Medical Research, London (acting as the central laboratory on behalf of the Health Organisation of the League of Nations), where the final preparation of the standard has been completed, and arrangements have been made for the storage of the standard and for its dispatch to the central laboratories and institutions, in other countries, which have been nominated by the Health Organisation of the League for local distribution. Institutions or individual investigators in Great Britain and Ireland requiring the standard for the oestrus-producing hormone should apply to the Department of Biological Standards, the National Institute for Medical Research, Hampstead, N.W.3.

### Visits to Works

Parties of students of the Liverpool School of Pharmacy were shown through the laboratories of Evans Sons Lescher & Webb, Ltd., on June 7 and 14. Each party was divided into three groups and conducted by Mr. C. E. J. Sendall (director) and by Messrs. Lee and Manson. The visit proved most instructive and was thoroughly enjoyed. At the tea-table thanks were expressed on both occasions by the principal (Mr. H. Humphreys Jones); Messrs. Curson and Arkle, respectively, seconding. A party also visited Evans' Biological Institute at Higher Runcorn.

Some thirty-five members of the Bath and District Branch of the Pharmaceutical Society were entertained by The British Drug Houses, Ltd., in London, on June 29. The visitors were met at Paddington. After lunch at the Royal Hotel, the party was conveyed to Wharfe Road, and, having inspected the fine and heavy chemical factories were transported back to Graham Street, where a tour of the pharmaceutical and galenical departments was organised. The analytical control laboratories, as well as the departments where the various medical products are packed and the pill and tablet-making rooms were all inspected. After a pleasant tea, admirably served at the works, the party returned at 5.45 p.m. by motor-bus to the West End and Paddington.

### Liverpool

Mr. Henry C. Meyrick, chemist and druggist, has resigned the position of superintendent of Meyrick & Co. (1933), Ltd., Lord Street.

Mr. S. Duncan Littlewood, A.I.S.A., chemist and druggist, has opened an office as accountant and secretary at 51 Cable Street, Liverpool.

### Manchester

The following are the newly-elected members of the Manchester Pharmaceutical Committee:—Messrs. J. Beal, John Cleworth, David Dickson, J. W. Drinkwater, J. H. Nidd, W. H. Nuttall, Bernard Redford, J. E. Schofield, Harry Steinman, A. E. Thorpe and Arthur Wall.

### Miscellaneous

Bideford Chamber of Trade has decided to hold an Empire shopping week from September 25 to September 30.

Poison-licence application.—Mr. L. Gill, ironmonger, Melton Mowbray, has applied to the Leicestershire County Council for a licence to sell agricultural and horticultural poisons.

Milk supplies at welfare centre.—At a meeting of the Heckmondwike Urban Council on June 19 the medical officer of health submitted a letter from the Dewsbury and District Branch of the National Pharmaceutical Union, suggesting that the Council should refrain from selling dried milk and other commodities at the Child Welfare Centre to persons other than necessitous cases. It was decided to take no action in the matter.

In the courts.—At Marlborough Street Police Court, London, on June 22, Samuel Harris was remanded on a charge of being concerned, with others, of breaking into Boots, Ltd., Little Pulteney Street, W., and stealing goods to the value of £63 10s.—At West Ham Police Court, on June 27, three men, A. R. Bugg, J. Denham and W. H. Coles were committed for trial on the charge of breaking into 34 Angel Street, Stratford, and stealing chemicals, the property of Mr. W. Worsley.

Inquest.—An inquest was held at Camberwell, London, S.E., on June 20, on Annie M. Smith, whose death was certified to be due to shock following an attempt to procure abortion. A. Scott, herbalist, said he gave Mrs. Smith some medicine and pills. The medicine contained motherwort. She did not tell him she was in a certain condition. The Coroner: What qualifications do you require to have to practise as a herbalist?—A knowledge of botanical medicine. Are we to understand that you have quite a considerable practice from women?—No, I would not say that at all. Have you ever attended them at their homes?—No. Dr. G. Slot said that, medically speaking, motherwort was not known at all, and was not used by any doctor of his acquaintance. Mugwort was not in any recognised medical book. There was nothing to show that any drug had anything to do with the woman's death. The coroner, in summing up, said, "It is difficult to understand why people go to these herbalists and spend their hard-earned money on stuff like motherwort and mugwort, and rubbish of that kind." A verdict of "Accidental death" was returned.

## Irish Notes

### Pharmaceutical Society of Ireland

The latest date of entry for the Licence examination is Monday, July 3, at 11 a.m. The latest date of entry for the Assistants' examination is Thursday, July 13, at 11 a.m.

### Brevities

Mr. Horatio Todd, Ph.C., has made a further contribution of fancy birds for the aviary in Belfast Botanic Gardens Park.

Mr. H. McRoberts, Ph.C., has disposed of his business at 4 Shaftesbury Square, Belfast, to his brother, Mr. J. A. McRoberts, Ph.C., 71 Ormeau Road, Belfast.

Chemists in Northern Ireland learned with regret of the death of Mr. Richard Trinick, M.B.E., of the Ministry of Labour. Mr. Trinick was superintending officer in charge of National Health Insurance.

The half-yearly examinations of the Pharmaceutical Society of Northern Ireland were held on June 19-22. The number of candidates was ninety, of whom thirty-three were Final and fifty-seven Preliminary Scientific.

The quarterly report of the Belfast city analyst (Mr. H. Totton) states that sixteen samples of compounded medicines were examined during the quarter. One sample was found to be deficient in potassium iodide to the extent of 11.4 per cent.

Mr. Alexander Sayers, Brighton Beach, Melbourne, who is at present on a six-months visit to this country, served his apprenticeship at Ballymena, and went out to Australia about twenty years ago. He is a native of Carnlough, co. Antrim. Mr. Sayers is accompanied by his wife and daughter.

## Scottish Notes

### Poison-Licence Application Opposed

Arising out of applications by two merchants for licences to sell sheep dip and weed-killer, a petition was presented to the Banffshire County Council on behalf of the Banffshire Pharmaceutical Association protesting against such licences being granted on the ground that some sheep dips and weed-killers contain poison and should be sold only through qualified persons. The petition came before the Police Committee of the Council at a meeting on June 19. Mr. R. W. Garrow, Ph.C., (Keith) on behalf of the Banffshire Pharmaceutical Association, pointed out the danger of unauthorised persons dealing in such poisons, and stated that in one sheep dip there was enough arsenic in a 1s. 4d. tin to kill over 1,000 people. Mr. G. Clinton Chessor (Botriphnie) asked if it was not the case that anyone could go into a chemist's shop and get poison from an unqualified assistant without signing the poison-book. Mr. Garrow said that should not be, and he had no personal knowledge of it. Judge MacDonald (Buckie) said he did not like the idea of associating the poison business with general provisions. It was their duty to put that business on a proper footing. Mr. Chessor moved that the two applications from merchants be granted, but that their licences be restricted to sheep dip and weed-killer, and that the poisons be kept in an outside store under lock and key. Mr. W. Currie (Deskford) seconded. Bailie Rankine (Banff), who presided, moved that in view of pending legislation they defer consideration of the applications until the end of the year. Judge MacDonald seconded, and, on a division, this became the finding of the meeting by six votes to three.

### Brevities

Ex-Bailie George Coull, D.Sc. (Edin.), Ph.C., F.R.S.E., managing director of Raimes, Clark & Co., Ltd., for the last twenty-three years, intends resigning his active control of the business at the end of September. He will remain on the board of directors so that the company will still have the advantage of his long and varied experience.

# Imperial & Foreign News

NARCOTIC DRUGS.—The Council of State has adopted a resolution ratifying the International Convention for limiting the manufacture and regulating the distribution of narcotic drugs.

A NEW COMPANY, known as the Indian Chemical Manufacturers, Ltd., has been started in Lahore with an authorised capital of Rs. 2 lakhs. It is intended to manufacture fine chemicals and, for the present, to start the production of aspirin, euquinine, iron and quinine citrate, salicylic acid, acetic acid, sodium salicylate, potassium acetate, disinfecting fluids and specialities.

EXPORTS TO HUNGARY—CERTIFICATE OF ORIGIN.—Under a decree issued recently a wide range of classes of goods may not be imported into Hungary unless accompanied by a certificate of origin. The following, of interest to the chemical and allied trades, are included in the schedule attached to the decree:—

Tartaric acid ; magnesium sulphate.
Coconut oil ; palm kernel oil.
Lubricating oils and similar products.
Household soap ; toilet and shaving soaps; soap substitutes and creams.
Animal glue of all kinds ; artificial glue and substitutes.
Gum and gum preparations and substitutes.
Mineral colours ; lithopone ; lead oxides.
Zinc white and grey ; ferrocyanide colours.
Celluloid and celluloid lacquers.
Cosmetic preparations, not containing alcohol.

BENGAL OPIUM BILLS.—The Bengal Legislative Council has passed the Bengal Opium Smoking Bill, which aims at controlling and restricting the practice of opium smoking. In order to achieve this object, provision is made to register the names of the existing addicts within a short time of the enforcement of the Act. A brief period will be allowed for such registration, after which no one will be allowed to register himself. The registered addicts will be given licences to prepare and smoke only a small quantity of opium, but smoking in company or keeping smoking dens will be penalised. Another bill, known as the Opium (Bengal Amendment) Bill, has been sent to the Select Committee.

TRADE WITH CHINA IN 1932.—H.M. Commercial Counsellor, Mr. Louis Beale, delivered an address before the British Chamber of Commerce in Shanghai recently. Mr. Beale, in the course of his address, said a bright spot in the trade of China last year was the maintenance of value of imports from Great Britain. They did not decline in 1932 compared with 1931, though their chief competitors had considerable declines. The share which Britain obtained in many of the principal articles actually represented a considerable increase. It was only in the manufactured articles class that Britain was able to compete in import trade into China. Of the total manufactured goods coming in Britain in 1932 enjoyed no less than 24 per cent., a very big increase on the previous year. In the course of the year many laws and regulations have been promulgated by the National Government on a variety of subjects. The regulations regarding consular invoices, now in full effect, appeared to be working with less friction than was anticipated.

SWEDEN'S EXPORT OF CHEMICALS is the subject of an informative article in a recent issue of the "Anglo-Swedish Trade Journal." Detailed statistics of exports, as well as of exports to Great Britain, are given in the following table:—

| | Total Export | | Export to Great Britain | |
|---|---|---|---|---|
| | Quantity Kg. | Value £ | Quantity Kg. | Value £ |
| Alum and sulphate of alumina | 10,458,555 | 42,600 | 2,259,165 | 9,380 |
| Carbide of calcium and carbide of barium ... ... ... | 8,800,910 | 108,665 | 4,189,950 | 49,660 |
| Potassium hydroxide ... ... | 528,898 | 29,050 | 91,700 | 4,600 |
| Potassium chlorate ... ... | 4,204,512 | 92,950 | 1,821,204 | 40,120 |
| Silicium carbide ... ... | 388,523 | 15,235 | 58,283 | 1,900 |
| Sodium hydroxide ... ... | 395,426 | 12,990 | 4,050 | 200 |
| Sodium sulphate ... ... | 1,453,147 | 2,560 | 289,580 | 420 |
| Nickel sulphate ... ... | 36,769 | 6,850 | 35,367 | 6,580 |

It is pointed out that Sweden's exports, particularly of hydroxides, mainly cater for chemical and analytical rather than industrial purposes. The article concludes with a description of the principal factories specialising in the manufacture of chemicals.

# Topical Reflections

## By Xrayser

### How Time Passes

we are reminded in no uncertain fashion by the appearance of your Annual Special Issue, than which there is no more wonderful production in the world of trade journalism. This year's specimen of the capabilities of the *C. & D.* staff is no whit behind that of any former year in point of interest and utility, particularly as a guide to buyers. It was the advertisements in this issue which first received my attention, because I have found from experience that a study of the advertisement pages brings me quite up to date in the matter of knowing what is in demand and being offered to enterprising retailers. From cover to cover I have proceeded, ever finding fresh matter of interest, and I can strongly recommend that the same procedure be followed by every chemist and druggist in retail business who wishes to be thoroughly well informed regarding the markets from which he must draw his supplies.

### Literary Contents

of the Special Issue deserve much more than a brief reference, but I must spare a word or two of appreciation for the section on "London Pharmaceutical Industry." How vast that industry is one fails to recognise in the ordinary course ; but your assembly of the varied particulars respecting so many important firms and companies, with the illuminating illustrations of departments in their works, brings home to us the vastness of London as an industrial centre. This wonderful city is, too, the drug centre of the world, as you point out not for the first time. Why it should be so is not altogether clear, but presumably we must attribute it to the enterprise of our predecessors. Coming to the article on "Unknown London" reminds me that this is the London Conference year, and that your Special Issue comes most timely to herald the approach of the annual festival of pharmacy, which is likely this year to exceed in interest anything that has gone before.

### Hospital Pharmacies,

as described by Mr. Herbert Skinner, constitute a remarkable feature of London's activities. It seems to me that circumstances direct our steps to these pharmacies for illustration of the actual practice of pharmacy in the most advanced stages. Pharmacy in shops has largely fallen away from grace in the matter of representing actual practice, but the hospitals seem to have taken up the burden of teaching what progress can be made in the improvement of pharmaceutical methods. Someone has stated that the hospital occupies the key position in pharmacy, and Mr. Skinner's article adds weight to this suggestion. He has done well to bring home to us the importance of hospital pharmacy in the general scheme of pharmaceutical development, and the *C. & D.* is also entitled to credit for providing the opportunity.

# British Pharmaceutical Conference

### Extra Hotel Accommodation

Arrangements have been made for the accommodation of visitors to the London Conference (July 24 to 28) at the following hotels:—

| Hotel | Address | Bed and Breakfast per Person | Accommodation Available |
|---|---|---|---|
| | | s. d. | |
| Hotel Washington ... | Curzon Street, Mayfair, W.1. | 14 0 | 20 persons |
| Alexandra Hotel ... | Hyde Park Corner, S.W.1 | 12 6 | 75 persons (mostly double rooms) |
| Brown's Hotel ... | Dover Street, Piccadilly, W.1. | 12 6 | 20 bedrooms (mostly double). |
| Burlington Hotel ... | Cork Street, Bond Street, W.1. | 12 6 | 20 persons |
| Welbeck Palace Hotel | Welbeck Street, W. ... | 12 6 | 30 to 40 persons. |
| Hotel Rubens ... | Buckingham Palace Road, S.W.1 (near Victoria Station). | 11 6 | 40 persons. |
| Hotel Great Central | Marylebone Road, N.W.1 | 12 6 | 40–60 persons (double rooms only). |
| Hotel Belgravia ... | Grosvenor Gardens, S.W.1 (near Victoria Station). | 10 6 | 50 persons. |

(All the above hotels are licensed).

LANCASTER GATE GROUP

| | | | |
|---|---|---|---|
| Lancaster Gate Hotel | 74 Lancaster Gate, W.2 | 10 6 | 25 persons. |
| White Hall Hotel ... | 82 Lancaster Gate, W.2 | 10 6 | 40 persons. |
| Palace Hotel (licensed) | Lancaster Gate, W.2 ... | from 9s. | 30 persons. |
| Windsor Hotel ... | 57 Lancaster Gate, W.2 | 8s. 6s. & 9s. 6d. | 30–40 persons. |
| Rutland Court Hotel | 63 Lancaster Gate, W.2 | 8 6 | 20 persons. |
| Leinster Court Hotel | 19 Leinster Gardens, W.2 | 7 6 | 30 persons. |
| Grantleigh Hotel ... | Inverness Terrace, W.2 | 8 6 | 25 persons. |

The above hotels are situated between Queen's Road and Lancaster Gate Tube Stations (Central London Rly.). Headquarters may be reached either by bus or tube to Marble Arch Station where there is an exit to Park Lane.

The first three hotels are within half a mile of Grosvenor House, while the remainder are situated at various points where transport to and from Headquarters is comparatively easy and convenient. Visitors should make early application direct to the hotel chosen, indicating that they are attending the British Pharmaceutical Conference.

# French News

### From the "C. & D." Paris Correspondent

NOTED PHARMACIST'S DEATH.—M. Charles Buchet, for many years head of the Pharmacie Centrale de France, died recently at the age of eighty-five.

THE FRENCH CODEX is now the official standard in the departments of the Haut-Rhin, Bas-Rhin and Moselle, in place of the German Pharmacopœia.

LECTURE ON B.P.—"Biological Dosages in the British Pharmacopœia, 1932," was the subject of a recent lecture to the Society of Doctors in Pharmacy of the French Universities.

PRIESTLY BICENTENARY.—The Chemical Society of France celebrated the bicentenary of the birth of Joseph Priestley by a meeting held in the grand amphitheatre of the Paris Pasteur Institute. Sir W. J. Pope, of Cambridge, presided, and Professor Matignon (chairman of the Chemical Society) retraced the career of the English scientist.

# Sporting Events

THE annual contest under the auspices of the Northumberland and Durham Chemists' Golf Association, for the Ayrton cup, was held on June 14, when a field of twenty-five competed. The following were the results:—R. Armstrong, (14) all square; J. Gibson, (11) 2 down; R. Potts, (5) 3 down.

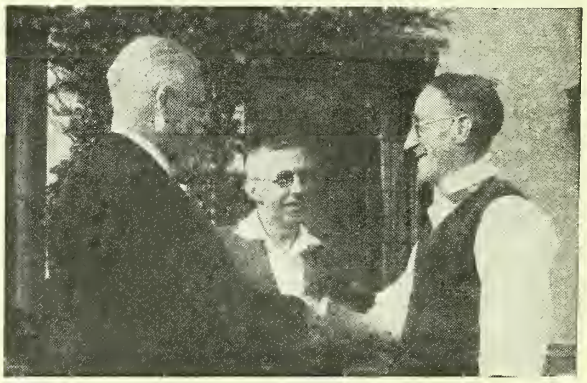
A MEETING of the London Chemists' Golfing Society was held on June 18, at West Surrey course. Play was for the Burgoyne cup, which was won by J. Jones with a score of 87—13=74. Other scores were as follows:—

| | | | |
|---|---|---|---|
| W. Clark .. | 94−16=78 | J. Deas .. .. | 100−14=86 |
| J. W. Barton .. | 96−16=80 | W. J. Beardsley | 104−18=86 |
| D. J. Parry .. | 96−15=81 | | |
| E. G. Nice .. | 93− 9=84 | W. E. Swanston | 105−18=87 |

THERE was an entry of twenty-four for a competition held by the Edinburgh Chemists' Golf Club over Dalmahoy course on June 21, when scores were taken for the Pinkerton, Gibson trophy, and the captain's prize was awarded. The results were as follows:—(1) J. Finlay (captain's prize) (scr.), 83; (2) D. Mathewson (18), 85; (3) M. Stoddart (9), 86; (4) J. M. Foote (19), 86. The winner of the Pinkerton, Gibson trophy (aggregate of two net scores) was M. Scott (68 and 77), 145.

YORK chemists competed for the Humphreys golf cup and replica, presented annually by Mr. Arthur Humphreys, over the Fulford course on June 21. The cup was won for the third year in succession by Mr. O. Colbert. The other prizes were as follows:—Tankard (presented by Mr. Humphreys), Mr. A. Jones; golf balls (Raimes & Co.), Mr. G. A. Coverdale; golf balls (Southall Bros. & Barclay, Ltd.), Messrs. L. A. Knowlson and B. Brooke; razor (Wright Layman & Umney (1932), Ltd.), Mr. J. H. Lupton. After a most enjoyable afternoon over twenty pharmacists and their ladies sat down to tea.

THE ninth annual sports of Evans, Gadd & Co., Ltd., manufacturing chemists, were held at Exeter on June 17. The winners of the various events were as follows:—Kicking football, S. Wadland; sack race, F. Kelland; quarter-mile handicap, L. Edwards; egg and spoon race, P. Snell; seventy-five yards handicap (men over forty), L. Stokes; "catch the 'bus," P. Snell; high jump, P. Cox; 100 yards handicap, P. Cox; "flower-pot race," Way; relay race, A team (Snell, Way, Curtis and Townhill); three-legged race, Tucker and Trask; mile walk, H. Lugg; obstacle race, C. Trask; pillow fight, Trask. The prizes were presented by Mrs. W. T. Symes. Mr. W. N. Boorne acted as clerk of the course.



*Photo*] [*Cleworth*

MR. J. H. FRANKLIN (PRESIDENT OF THE MANCHESTER AND DISTRICT PHARMACISTS' GOLFING SOCIETY) CONGRATULATES MR. W. MCCUTCHEON ON WINNING THE WOOLLEY TROPHY, AT SANDIWAY GOLF COURSE ON JUNE 14.

# Legal Reports

**False Pretences.**—At the Thames Police Court, London, on June 22, Vyrnwy Jones (32), Hog Mill Road, Romford, was charged with obtaining the sums of £3 6s. 8d. and £4 by false pretences from the Bow Drug Stores, Ltd., Devons Road, Bow, E., by pretending to be a qualified chemist. He pleaded "Guilty." Mr. Glazebrook, for the prosecution, explained that the prosecutors advertised in THE CHEMIST AND DRUGGIST Supplement for a qualified assistant. The accused replied to the advertisement setting out his experience. He did not say in his letter that he was qualified, but in an interview with Mr. Lawrence, one of the directors of the company, he was asked whether he was qualified, and said he was. He was engaged to start the following week at £4 a week. During that week he was asked by another director to bring his certificate, and replied that he had a small one and had made an application for a bigger one. He was paid £3 6s. 8d. on May 20 as a proportionate wage, and the next week was asked again for his certificate, and he made much the same reply as before, adding that he had made application to the Pharmaceutical Society and was waiting for the result of a meeting. He was paid £4 on May 27, but subsequently inquiries were made and it was found that Jones was not registered as a chemist. In mitigation it had to be said that prisoner's work was very satisfactory. A detective officer stated that Jones had been apprenticed to a chemist in Birmingham. He had been sentenced at Tower Bridge Police Court to three months' imprisonment for obtaining £750 by means of a similar fraud. The defendant stated that he had been "up against it" since he had lost his business. The magistrate, Mr. Barrington-Ward, said he regarded it as a very serious offence indeed. It was not merely the question of the money. Jones would be sentenced to three months' imprisonment on each charge.

# New Companies
## and Company News

**P.C. means Private Company and R.O. Registered Office**

CHALKWELL CASH CHEMISTS, LTD. (P.C.).—Capital £500. Objects: To carry on the business of chemists, druggists, etc. R.O.: 733 London Road, Westcliff-on-Sea.

HELIOGEN, LTD. (P.C.).—Capital £100. Objects: To carry on the business of chemists, druggists, etc. R.O.: Kingsbury House, 15 and 17 King Street, St. James's S.W.1.

BARNES & CO. (CHEMISTS), LTD. (P.C.).—Capital £800. Objects: To acquire the business of a chemist and druggist carried on by Joseph E. Barnes at 78 Newgate Street, E.C.

KAITS PHARMACIES, LTD. (P.C.).—Capital £100. Objects: To carry on the business of pharmacists and herbalists, opticians, etc. R.O.: 77 High Street, Camden Town, N.W.1.

FAMOUS MEDICINES, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturing, consulting chemists and druggists, etc. R.O.: 243 Kingsland Road, E.2.

STUART TURNBULL & CO. (CAMLACHIE), LTD. (P.C.).—Capital £6,500. Objects: To acquire the business of Turnbull & Co., manufacturing chemists, 100 Camlachie Street, Glasgow.

J. H. SMITH & SON (MORETON), LTD. (P.C.).—Capital £100. Objects: To acquire the business of a chemist and druggist carried on by Joseph H. Smith at The Pharmacy, Moreton in Marsh, Glos.

IVA FUR PUFFS, LTD. (P.C.).—Capital £20,000. Objects: To manufacture fur and other powder puffs, etc. Secretary: Miss Alma E. O'Driscoll, Telford Court Hotel, Streatham Hill, S.W.

WELBECK LABORATORIES, LTD. (P.C.).—Capital £200. Objects: To carry on the business of manufacturers of and dealers in powders, dyes, soaps, balms, compounds, etc. R.O.: 49-51 Blandford Street, W.1.

MAGNAXIDE CO., LTD. (P.C.).—Capital £300. Objects: To carry on the business of tooth paste manufacturers and dealers, etc., and to acquire the trade mark "Magnaxide." R.O.: 166 and 168 Bishopsgate, E.C.2.

CARCIN (ENGLAND), LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in medicines, medicinal preparations, drugs, etc. Solicitors: Nicholson-Graham & Jones, 19/21 Moorgate, E.C.2.

MEDICAL & SURGICAL TRADE, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in medicines and drugs, anatomical and surgical appliances, chemists, druggists, etc. R.O.: 1 Cheapside, E.C.2.

HENRY C. MINER, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in beauty products of all kinds, particularly the specialities classified under the brand of "Miner's Hollywood Beauty Products."

VANDRE, LTD. (P.C.).—Registered in Edinburgh. Capital £250. Objects: To carry on the business of manufacturers and merchants of electrolysis outfits, surgical appliances, toilet requisites, drugs, lotions, etc. R.O.: 227 Bath Street, Glasgow.

ZEV LABORATORIES, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in depilatories, cosmetics, scents, perfumery, creams, soaps, powders, etc. Solicitors: McKenna & Co., 31-4 Basinghall Street, E.C.2.

DR. PETERS LABORATORIES, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturing, dispensing, and photographic chemists, opticians, pharmacists and chemists' sundriesmen, etc. Solicitors: Arram, Fairfield & Co., 40-42 Cannon Street, E.C.4.

SULPHUR EXTRACTION COMPANY, LTD. (P.C.).—Capital £100 Objects: To carry on the business of dealers in ores, crude substances, chemicals, etc. R.O.: 9A Creswell Park, Blackheath, S.E.3.

IMPROVE-A-CAKE PRODUCTS, LTD. (P.C.).—Capital £1,500. Objects: To manufacture, sell and export an egg substitute prepared according to a formula of E. E. Storey; to carry on the business of manufacturing chemists, etc. R.O.: 33 Eastcheap, E.C.3.

MEDICATED FUSETTE CO., LTD. (P.C.).—Capital £100. Objects: To carry on the business of chemists, druggists, dealers in toilet preparations, perfumery, deodorants, etc., and to adopt an agreement with Margaret A. Farquharson and Albert Warren. R.O.: 37 Hardwick Avenue, Chepstow, Mon.

PARKER SULPHUR PRODUCTS, LTD. (P.C.).—Capital £200. Objects: To carry on the business of manufacturers of and dealers in medicinal and scientific preparations, and particularly aqueous sulphur solution for making medicinal preparations for the treatment of certain human and animal diseases, etc. Secretary: Ernest E. Mills, 65 Chancery Lane, W.C.2.

NUSWIFT ENGINEERING CO., LTD. (P.C.).—Capital £15,000. Objects: To acquire that portion of the business of manufacturers of fire-extinguishers (as distinguished from fire-fittings) now carried on by J. Blakeborough & Sons, Ltd., at Woodhouse Works, Brighouse, Yorks; to obtain from Leo F. Fattorini and Samuel Bodlender, or either of them, the grant of a full, sole and exclusive licence, with respect to all, or any, of their patent rights relating (*inter alia*) to the manufacture of fire extinguishers, etc. R.O.: Elland Road, Elland, near Halifax.

Cash Pharmacies, Ltd. (P.C.).—Capital £100. Objects: To carry on the business of chemists, druggists, etc. R.O.: 35 Ripple Road, Barking, London, E.

Quest Manufacturing Company, Ltd. (P.C.).—Capital £100. Objects: To carry on the business of chemists, druggists, drug grinders, manufacturers of and dealers in photographic, surgical and scientific apparatus, etc. R.O.: 4 Tulip Place, New Church Street, Bermondsey, S.E.16.

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Eucryl, Ltd.—Interim dividend declared of five per cent. on deferred ordinary shares, payable on June 30, 1933.

Lactagol, Ltd.—Dividend on 8 per cent. cumulative preference shares for half-year to June 30, 1933, will be paid July 1.

Bovril, Ltd.—Interim dividend on the ordinary shares announced at the rate of 7½ per cent. per annum (3¾ per cent. actual).

United Indigo & Chemical Co., Ltd.—Directors announce payment of half-year's dividend at the rate of five per cent. per annum, less tax, on preference shares.

Boots Pure Drug Co., Ltd.—Interim dividend at the rate of 24 per cent. per annum, less tax on the ordinary shares, for the quarter payable July 1 is announced.

Mellins Food, Ltd.—Net profit for the year ended March 31, 1933, was £1,526, compared with £317 for the previous year, which with £16,598 brought forward, makes a total of £18,124, which it is proposed to carry forward.

British Glues and Chemicals, Ltd.—Report for the year ended April 30, 1933, shows a net balance of £45,361, compared with £31,468 for the previous year and £15,029 in 1930-31. Payment of a year's dividend on the eight per cent. preference shares has been made. Meeting at the Connaught Rooms, Great Queen Street, London, W.C.2, Wednesday, July 5, at noon.

Sangers, Ltd.—Accounts for the year ended March 31, 1933, show a profit on trading, including dividends, interest receivable and transfer fees, of £75,081, compared with £69,212 for the previous year. Deducted, £700 for directors' fees; £17,384 for income tax, leaving a balance of £56,997, which, with balance brought forward of £36,471, makes a total of £93,468. It is proposed to write off £4,000 on account of goodwill, and the directors recommend a final dividend of ten per cent. on the ordinary shares, making a total of 17½ per cent. for the year. Carried forward, £42,593. Meeting at the Holborn Restaurant, London, W.C., Wednesday, July 5, at noon.

Virol, Ltd.—Accounts for year ended March 31, 1933, show balance, including £62,219 (against £67,900) brought forward of £79,185 (£98,469). Deducting preference dividend, interim of five per cent. on ordinary, and, after writing off balance of Virol and Milk development account, amounting to £13,000, there remains £53,685. Directors recommend final dividend of five per cent. on ordinary shares, making ten per cent. for year (same), forward £49,935. Directors further propose interim of five per cent. on account of current year. Extraordinary general meeting is called for purpose of altering articles dealing with remuneration of directors. Reduction in fees consequent on proposed arrangement having been accepted by directors, present accounts have been treated accordingly. Meeting, Holborn Restaurant, W.C., July 10, at 12.30 p.m.

Phosferine (Ashton & Parsons), Ltd.—Directors' report and statement of accounts for the year ended April 30, 1933, shows a trading profit of £39,527 17s. 11d., to which is added profits from exchange and realisation of investments. After provision for depreciation, income tax and directors' fees there remained a total profit of £43,490 12s. 5d., which, with £4,322 5s. 3d. brought forward, makes a total of £47,812 17s. 8d. available for distribution, which is appropriated as follows: Set aside for reduction of preliminary expenses, £5,000; dividend on the 8 per cent. cumulative participating ordinary shares, £32,000, and the directors recommend a further dividend of ½ per cent., £2,000; and a dividend of 4 per cent. on the deferred shares, £4,000, leaving £4,812 17s. 8d. carried forward. Mr. H. J. F. Parsons, a director, is due to retire by rotation and offers himself for re-election.

Taylors (Cash Chemists) Trust, Ltd.—A reorganisation of capital is proposed, as follows. All right to cumulative preferential dividend at the rate of 7½ per cent. per annum on the 880,000 cumulative preferred ordinary shares to February 28 last, and all arrears, are to be cancelled, except the right to the dividend at the rate of 1½ per cent. (less tax) already declared. The special rights and restrictions attached to these shares are to be abrogated from March 1 last, and every such share is to be sub-divided into two shares of ten shillings each, of which one is to be a cumulative preference share and the other a preferred ordinary share. It is proposed that every two of the 880,000 cumulative preference shares of ten shillings each resulting be consolidated into one cumulative preference share of £1, and every two of the 880,000 preferred ordinary shares be consolidated into one preferred ordinary share of £1. The profits available for dividend are to be applied in payment of a fixed cumulative preferential dividend at the rate of six per cent. per annum, as from March 1 last, on the cumulative preference shares, and the balance is to be applied up to, but not exceeding seventy-five per cent. of such balance, towards payment of a non-cumulative dividend, calculated at the rate of 12½ per cent. per annum as from March 1, on the preferred ordinary shares, and the balance of such profits is to be distributed as dividend among the holders of the deferred ordinary shares. A scheme was outlined last March, and this received sufficient support to justify the board, it is stated, in proceeding with the present proposals. The accounts for the year ended March 31 last show a net revenue of £30,800, against £38,039. The directors recommend a further dividend of 1½ per cent., less tax, on the 7½ per cent. cumulative preferred ordinary shares in respect of the arrears of dividend to February 28 last. After placing £5,000 to reserve, a balance of £3,654 remains to go forward. Meeting, Hotel Metropole, W.C.2, July 14, at 11 a.m. This company controls Taylors Drug Co., Ltd., and Taylors (Cash Chemists) London, Ltd.

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## Voluntary Liquidations

**The Bardsley Wadding Co., Ltd.,** Manchester. The statutory meeting of the creditors was held on June 16, at the Victoria Hotel, Manchester. Mr. F. G. Greenwood, the receiver, reported that he had recently disposed of the building, plant, machinery, stock, etc., for £1,500. The debenture holders were the bank, and the amount due to them, plus accrued interest, was approximately £1,500. The ranking liabilities were in the neighbourhood of £2,000. In addition to the amount received from the sale, it was anticipated that about £220 would be realised from book debts, etc. The issued capital of the company was £5,002. A resolution was passed confirming the voluntary liquidation of the company with Mr. Greenwood as liquidator, together with a committee.

**J. B. Hay & Co. Ltd.,** 47 Rupert Street, London, W.1, chemists' sundriesmen. The statutory meeting of creditors was held recently at the Coventry Restaurant, London, W., when Mr. Harwick, one of the directors of the company, presided, and said that at a shareholders' meeting held previously a resolution had been passed nominating Mr. J. H. Lobley, C.A., 114 Cheapside, E.C., as liquidator of the company. According to a statement of affairs the liabilities amounted to £2,706 9s. 4d., all due to unsecured creditors, and included an amount of £983 5s. due to Mr. T. A. Mitchell, who was secured by a charge on the lease of the premises at 47 Rupert Street, W. The assets comprised cash in hand, £9 1s. 11d.; cash at the bank, £68 2s. 4d.; sundry debtors, £1,236 5s. 6d., estimated to produce £1,100;

stock, valued at £900, and furniture and fittings, estimated to realise £50, making total assets of £2,127 4s. 3d., from which had to be deducted £10 15s. for preferential claims, leaving net assets of £2,019 9s. 3d., or a deficiency of £687 0s. 1d. The company was incorporated in the early part of 1929, the share capital being £3,400, divided into 2,700 preference shares and 700 ordinary shares, all of which were fully paid up. For the first year's trading the sales were £10,900, the gross profit was £2,455, and there was a net loss of £164. For the year 1930 the sales totalled £10,088, the gross profit was £2,316, and there was a net loss of £301. In the following year the turnover dropped to £8,400, the gross profit was £2,076, whilst the net loss increased to £451. During 1932 the sales again declined to £6,500, the gross profit was £1,588, and there was a loss of £865. The chairman said that at the end of last year it was found for the first time that the liabilities exceeded the assets, and immediately efforts were made to introduce fresh capital, and several persons were approached with that object in view. It was only quite recently that the negotiations fell through, but there were still hopes that further capital could be introduced if a reconstruction could be arranged. The matter was discussed, and it was resolved to confirm the appointment of Mr. Lobley as liquidator with a committee of inspection.

## Private Arrangements

**P. G. Heafield,** King Cross Street, Halifax, chemist and druggist. At the meeting of the creditors, held recently at Halifax, the statement of affairs showed liabilities of £356 4s. 9d., of which £198 14s. 9d. was due to the trade and £157 10s. to cash creditors. The assets comprised cash in hand, £2 ; cash at bank, £1 3s.; N. H. I. commissions due, £15 ; stock £137, valued at £90 ; and fixtures and fittings £50, put down at £10, making a total of £118 3s. After allowing £16 13s. 2d. for preferential claims, the net assets were £101 9s. 10d., or a deficiency of £254 14s. 11d. Full records of the trading were not available, but the debtor estimated that the turnover at the outset averaged £12 per week, but it had since declined. Figures had been prepared for the six months to March, 1932, which showed sales of £329, against purchases of £445, with a net loss of £15. The drawings had been small. It was not thought that there was any possibility of the business being sold as a going concern. It was decided that the matter should be dealt with under a deed of assignment.

**William Patrick Arnott,** 92 High Street, Poole ; Central Parade, Blandford Road, Hamworthy, and Bennochy House, 39 Fernside Road, Poole, chemist and druggist. At the meeting of the creditors the statement of affairs showed ranking liabilities of £2,073 11s. 6d., made up as follows:—Trade creditors, £733 11s. 6d.; cash claims, £470 ; judgment creditor, £450 ; and partly secured creditor, £420. The latter was the bank, who claimed £600 and held a life policy of the surrender value of £180. In addition, there were fully secured creditors for £3,032. The assets amounted, gross, to £2,598, and they were subject to preferential claims of £256 15s., leaving net assets of £2,331 5s., or a surplus of £258 3s. 6d. At a forced realisation it was estimated that the assets would produce £808 5s. net, or a deficiency of £1,235 6s. 6d. The principal assets were stock £770, estimated to realise £440, and fixtures and fittings £675, expected to produce £250. It was stated that the debtor was formerly in business at Burton-on-Trent. He acquired the present business in October, 1924, the purchase price being about £3,000. The business was profitable and branches were opened at Ferndow and Hamworthy, but losses were sustained. About a year ago he disposed of the Ferndow business. One of the largest creditors had obtained judgment and a deed of assignment was executed to Mr. W. Thomas, 1 Yelverton Road, Bournemouth. The creditors decided to confirm the deed, and also appointed a committee of five of the principal creditors.

## Bankruptcy Report

**Re William Thomas Davison,** 8, Clievland Road, Thorpe Bay, Essex, lately trading as The British Pharmacies, 21 and 23 Victoria Arcade, Southend-on-Sea, Essex. The receiving order was made on a creditor's petition recently, and according to the statement of affairs returned the gross liabilities total £1,027 8s. 4d., of which £848 8s. 4d. is expected to rank for dividend, and there are no assets. It appears that in June, 1930, with a borrowed capital of £100 debtor commenced business on his own account as a chemists' sundriesman at 21 Victoria Arcade, Southend-on-Sea, under the style of The British Pharmacies. That business was successful and later debtor opened branch shops in Southend and district. In July, 1932, several firms of patent medicine vendors issued writs against him for infringement of patents; judgments were obtained against him with costs totalling £792, which he was unable to satisfy. In August last year debtor assigned the stock, fittings and plant at 21 Victoria Arcade, Southend, and at all his branch shops to a limited company, in consideration of that concern taking over all his existing trade liabilities amounting to approximately £1,100. Since that time debtor has been without employment. He attributes his failure to "liability for costs of judgments obtained against me in respect of proceedings initiated for infringement of patent ; and being without employment since August, 1932."

# Business Changes

Boots, Ltd., have acquired the business of Moult's, Ltd., chemists, 123 Princess Street, Stockport.

Mr. H. Holland, chemist and druggist, is opening a business at Aldwick Road Pharmacy, West Bognor.

Mr. H. L. Twidale, chemist and druggist, has taken over the Sutton-in-Ashfield business of P. J. Shacklock & Son, Ltd.

Mr. John Pilling, chemist and druggist, has opened a new business at the Hartley Brook Pharmacy, Shiregreen, Sheffield.

Mr. A. R. Hall, chemist and druggist, has acquired the business of Mr. John Pilling, chemist and druggist, 123 Staniforth Road, Sheffield.

Menosine, Ltd., First Avenue House, High Holborn, London, W.C.1, have removed to 24 Maple Street, London, W.1. Telephone: Museum 6760.

Mr. R. Hemingway, chemist and druggist, has acquired the business of the late Mr. S. J. Logsdail, chemist and druggist, 35 Churchway, Euston Road, London, N.W.1

# Wills

Mr. Joseph Hindle, Holmcott, 10 Cecil Road, Paignton, Devon, chemist and druggist, who died on January 30 last, left estate gross value £4,048, with net personalty £4,079.

Mr. William Eric Allen, 18 Chapel Street, Petersfield, Hants, chemist and druggist, who died on October 10 last, left estate gross value £9,164, with net personalty £7,011.

Mr. Leonard Parker Chapman, the Bungalow, Kentsford Road, Kents Bank, Grange-over Sands, Lancs, chemist and druggist, who died on August 26 last, aged seventy-eight, left estate gross value £9,789, with net personalty £6,007.

Mr. Richard Feaver Clarke, J.P., Henbury, Mount Avenue, New Milton, Hants, formerly in business at High Street, Gravesend, as a chemist, died on March 25 last, aged eighty-nine, leaving £6,459, with net personalty £6,227.

# Pharmaceutical Society of Northern Ireland

## Council Meeting

THE monthly meeting of the Council was held on June 16, the president (Mr. R. I. Edwards) in the chair. There were present also Messrs. Fred Storey, H. Todd, J. E. Connor, J. F. Grimes, H. F. Moore, S. E. Forrest, S. S. Badger, Dr. Fielden, and Professor Small. Mr. D. L. Kirkpatrick (secretary) was in attendance.

### PERSONAL ITEMS

THE SECRETARY reported that Mr. John Maxwell (vice-president) was somewhat better and could now move about.

MR. STOREY said Mr. Gibson, another member of the Council, who had been ill, was also improving. Letters of greeting were ordered to be sent to these members.

It was decided to send a letter of congratulation to Mr. W. A. Magill, assistant secretary at the Ministry of Home Affairs, on the honour of Companionship of the Imperial Service Order conferred on him by his Majesty the King. MR. STOREY said that Mr. Magill had been a good friend to them all, while his brother (now retired) had a good deal to do with the Act on which the Society came into existence.

Mr. W. J. Rankin (secretary, Chemists' Golf Association) forwarded the B.D.H. cup, which was won at Baltray by the Northern chemists on June 14. The Golf Committee, he said, desired the Society to take the custody of the cup till again required. THE PRESIDENT congratulated the Northern golfers on their success.

The Council directed their thanks to be sent to Mr. W. J. Rankin for his gift of photographs taken at the British Pharmaceutical Conference of 1898, for the Society's new premises. They are, said Mr. Rankin, of considerable historic interest, and should form a link with the forthcoming conference in 1935.

Reference was made to the death of Mr. W. Gamble, Enniskillen, pharmaceutical apprentice, in a drowning accident. THE PRESIDENT said he had written a letter of sympathy to the relatives.

### EDUCATION COMMITTEE

The Education Committee's report contained the following:—

It was resolved that the certificate of apprentice to a pharmaceutical chemist be granted to the following candidates, who submitted certificates from the undermentioned bodies:—

*Senior Grade, Ministry of Education (Northern Ireland).*—John Carson Kerr, 48 Canning Street, Belfast.

*Preliminary, Royal College of Physicians and Surgeons, Ireland.*—William Victor Emery, Main Street, Irvinestown; George Holmes, Holmlea, Muckamore, co. Antrim; James Coulter Gibson, Killyleagh Street, Crossgar.

*Junior Grade, Ministry of Education (Northern Ireland).*—John Lennox McKee, Main Street, Maghera; David Stanley McComb, 1 Cliftonpark Avenue, Belfast; Charles Russell Downey, 18 Rushfield Avenue, Belfast; Rebecca Jeffares, 23 New Street, Donaghadee; James Gerard Mooney, 45 Falls Road, Belfast; Thomas Alexander Rea, Lowtown, Kilwaughter, Larne; Marjorie Christina Glass, 1 Belfast Road, Bangor; Robert Millar, Lisnevenagh, Randalstown; David George Sherman, Dunedin, Portadown; Thomas Gamble, Thorndale, Lisburn; William James Collins, The Residence, Antrim; Annie Irene Madeleine Chambers Smith, Dumesia, Antrim.

On the motion of MR. STOREY, seconded by MR. TODD, the report was adopted.

## Examination Results

The results of the June examinations are as follows:—

Examinations under Schedule 2, Part IV (Parts I and II) of the Pharmacy and Poisons Act (Northern Ireland), 1925, were held in the Municipal College of Technology, Belfast, on June 19-22 inclusive. The following candidates, having passed in all the necessary subjects, are recommended for the Preliminary Scientific certificate and the certificate of Pharmaceutical Chemist respectively:—

*Under Schedule 2, Part IV (Part I)—Preliminary Scientific:*—W. R. Atkinson, A. Beatie, A. Best, J. M. S. Bingham, W. Curry, Agnes G. Dorrian, W. B. Hewitt, A. W. Kernahan, S. A. Kerr, J. Kerrigan, J. Maginnis, Mary E. Maguire, W. Press, J. A. Swenarton, R. J. Taylor, J. Wilkinson, V. M. Wilson, J. W. Wright.

*Under Schedule 2, Part IV (Part II)—Final:*—N. A. J. Anderson, H. Baird, J. Bunting, E. C. Carson, R. H. C. Harvey, J. L. H. Kingscross, S. P. Linton, W. H. Macartney, H. McCreedy, H. A. N. McKinty, R. J. Picken, G. Smyth, J. M. Watson.

The following candidates are referred in the subjects specified, and may complete at one subsequent examination:—

*Under Schedule 2, Part IV (Part I)—Preliminary Scientific:*—In chemistry, J. S. Aitken, W. A. Beggs, E. A. Bourke, W. A. Boyd, S. Jackson, F. A. Mackey, W. J. Maxwell, S. E. Taylor; in chemistry and physics, Catherine Cochrane, J. Finlay, H. J. Marshall, Annie I. M. C. Smith; in chemistry and botany, C. Anderson, P. G. Cosgrove, H. H. Cowzer, G. R. A. Dick, Annie Finnegan, Margaret E. Huston, J. C. Johnson, H. A. Keys, R. M. Lemmon, R. Maxwell, G. Mercer, T. A. Pullen, J. Rankin, J. D. Sheils, R. Spence, E. J. Stafford.

*Under Schedule 2, Part IV (Part II)—Final:*—In pharmacognosy, W. J. W. Crawford, W. A. Norris; in pharmacognosy and chemistry, J. W. Allister, W. P. Ewart, J. W. Gilchrist, C. L. Gordon-Rattie, W. J. Heatherington, J. N. Hogg, Annie F. E. Kirk, S. N. Ladlie, J. H. Magee, G. M. Shaw, J. B. Thompson.

## Pharmacy Administration in 1932

THE Ministry of Home Affairs has forwarded to the Council of the Pharmaceutical Society of Northern Ireland the annual memorandum on pharmacy administration for the year ended December 31, 1932. The memorandum is as follows:—

REGISTRATION.—The number of names on the Registers on December 31, 1931 and 1932 respectively, was as follows:—

| | 1931 | 1932 |
|---|---|---|
| Pharmaceutical chemists .. .. | 746 | 794 |
| Superintendents of bodies corporate (Ph.C.) .. .. .. .. | 48 | 56 |
| Chemists and druggists .. .. | 12 | 11 |
| Registered druggists .. .. .. | 146 | 140 |
| Certified assistants .. .. .. | 6 | 8 |
| Apprentices .. .. .. .. | 434 | 496 |

The number of apprentices and persons whose names did not previously appear in any of the Registers who qualified as pharmaceutical chemists and registered as such during the year was:—Apprentices, 28; not previously registered, 20. In addition four persons availed themselves of the provisions of Section 7 (1) (*a*) of the Pharmacy and Poisons Act (N.I.), 1925, and two persons registered as pharmaceutical chemists during 1932 and six pharmaceutical chemists were registered under the provisions of Section 7 (7) of the same Act.

ISSUE OF ANNUAL LICENCES.—The number of licences issued for the years ending December 31, 1931 and 1932, respectively, was as follows:—

| | 1931 | 1932 |
|---|---|---|
| Pharmaceutical chemists .. .. | 406 | 428 |
| Chemists and druggists .. .. | 2 | 1 |
| Registered druggists .. .. .. | 48 | 46 |

Of the total number of pharmaceutical chemists' licences 65 were issued to bodies corporate, and 10 to executors of deceased pharmaceutical chemists. Four of the registered druggists' licences were issued to the executors of deceased registered druggists.

LICENCES FOR THE SALE OF POISONS USED IN AGRICULTURE AND HORTICULTURE.—On December 31, 1932, there were 137 agricultural poison licences in force, compared with 133 on December 31, 1931.

INSPECTIONS.—During the year under review the Pharmacy Inspector paid 1,051 visits of inspection to pharmaceutical chemists, chemists and druggists, and registered druggists; 129 visits to agricultural poison-licence holders; 133 visits to methylated spirit retailers other than pharmaceutical chemists, chemists and druggists and registered druggists, and 84 visits to traders suspected of selling poisons. In addition numerous visits were paid to street markets and fairs.

PROSECUTIONS.—There were no prosecutions under the Dangerous Drugs Act during the year. There were two prosecutions under the Pharmacy Act. In one case an unauthorised trader was fined for selling Izal, and in the other case a pharmaceutical chemist was prosecuted for failing to keep an accurate poison register.

METHYLATED SPIRITS.—In previous memoranda attention has been called to the irregularities in connection with the sale of methylated spirits by pharmaceutical chemists, etc. Notwithstanding this warning numerous chemists were again prosecuted and fined during the year under review for breaches of these regulations. The attention of persons selling methylated spirits should again be called to their responsibilities in carrying out the sale of this commodity in strict compliance with the law.

# Birmingham Analyst's Report

THE report of the Birmingham city analyst (Mr. H. H. Bagnall, B.Sc., F.I.C.) for the first quarter of 1933 contains much of interest to the drug trade. Out of a total of 1,480 samples submitted during the period under review 107 were classed as drugs, and of these eight are reported as incorrect. After referring to a sample of borax which was found to be a mixture of about 88 per cent. borax and 12 per cent. sodium bicarbonate (and containing 20 parts of arsenic trioxide per million), and a sample of boric ointment which contained 8.5 per cent. of boric acid instead of 10 per cent., Mr. Bagnall devotes a paragraph to a proprietary brand of

### Cod-Liver Oil Tablets

which, he states, were advertised on the container as being rich in vitamins A and D, the definite statement being made that two tablets were as rich in vitamins as a teaspoonful of cod-liver oil. The B.P. colour test for vitamin A, however, indicated that the vitamin A present was only a small fraction of that claimed. For vitamin D there is, as yet, he continues, no chemical test, and the statement regarding this constituent could, therefore, not be checked. The packers were communicated with, and it was agreed that a number of bottles of tablets should be bought in the open market sufficient for the purpose of enabling feeding tests to be carried out with respect to both vitamins. With regard to samples of

### Parrish's Food

one contained only 0.25 per cent. of iron phosphate, a deficiency of 72 per cent., and 0.35 per cent. w/v of calcium phosphate, a deficiency of 75 per cent. In addition to this, 10 per cent. of glucose syrup was present. Apart from the serious deficiencies in the amounts of phosphates, the label stated that one teaspoonful contained 1 gr. of iron phosphate and 2½ gr. of calcium phosphate, which quantities are equivalent to 1.3 w/v and 3.25 w/v per cent. respectively. The deficiencies on this basis were respectively 80 and 89 per cent. In consequence of these findings a formal sample has been taken during the present quarter. This proved to be of correct B.P. composition; but the same label, indicating the presence of a larger quantity of iron and calcium phosphate, was used. The vendor has arranged to have a new supply of labels printed.

### Other Drugs

mentioned in detail in the report include cod-liver oil and malt extract in which the malt extract contained only 3.4 per cent. of protein, a deficiency of 24 per cent.; ammoniated tincture of quinine which contained only 1.75 per cent. of quinine sulphate and 0.79 per cent. of ammonia; and seidlitz powders in which one of the white papers contained an excess of 24 per cent. of tartaric acid.

Of the samples classed as foods, interest attaches to a specimen described as a "vitamin beverage." This sample consisted of a brown, coarse powder, with an odour resembling cocoa. It was directed to be mixed for use with boiling water or milk. The ingredients were stated to be nuts, malt, etc., vitamins A, B and D. It was also described as rich in vitamins. Analysis showed that about 83 per cent. was cane sugar and the remainder mainly cocoa. Nuts and malt, if present at all, were in very small amounts. Vitamin A was tested for by the colour test, but was entirely absent. Judging from the composition of the article it was almost certain, states the analyst, that vitamins B and D, if present at all, were in extremely minute quantities. The packers were communicated with. They agreed to scrap all the leaflets and to remove all the remarks relating to vitamins. They stated that the firm manufacturing the article for them had not kept to the original formula, and sent a sample taken from stock alleged to be made for them by another firm, presumably to the correct formula. This sample, however, was of substantially the same composition as the original sample.

# National Pharmaceutical Union

### Branch Meeting

**Coventry.**—A meeting, arranged jointly by the respective chairmen of the Education and Social Subcommittees of the Coventry Branch, Messrs. G. R. Williamson and A. L. Smith, was held on June 22, at the historic grounds of the Charterhouse. In the afternoon the chair was taken by Mr. W. A. Bales (president), and the meeting was addressed by Mr. A. Chamings (Leicester College of Technology) on *The Training of Apprentices.* Considerable discussion took place at the end of the address, and it was generally expressed that a scheme for Coventry and district might with advantage be formulated on the principles of the Leicester scheme. Special interest attached to remarks appreciative of the local organisation by Alderman Colonel W. F. Wyley (Wyleys, Ltd.). The company was entertained to tea and refreshments by Colonel Wyley, who was the recipient of a warm vote of thanks. After tea parties were conducted round the Charterhouse. A message was received from the secretary of the Branch (Mr. C. H. Welton), who was in a convalescent home, and a unanimous expression of good will was ordered to be sent to him.

FRENCH PROTESTS AGAINST TARIFFS.—Customs tariffs, import restrictions, etc., have engaged the attention of many trade associations, and the wholesale druggists have been no exception. When a surtax was voted on importations to compensate for the difference of rates of exchange, it was found that its application to Japan affected a certain number of products peculiar to that country and indispensable to the French drug trade. Protests were accordingly made, and the surtax abolished on certain categories. The restriction on the importation of iodine was another matter which called for attention.

# Medicines for Out-Door Relief Patients

THE London County Council have made new arrangements in consultation with the London County Pharmaceutical Association to provide, through panel chemists, adequate facilities for the dispensing of medicines for out-door relief patients in the following Metropolitan boroughs:—

| | | |
|---|---|---|
| Hampstead. | Kensington. | Wandsworth. |
| Westminster. | Greenwich. | Camberwell. |
| Hammersmith. | Battersea. | Lewisham. |
| Paddington. | Lambeth. | Woolwich. |

The new Scheme comes into operation on July 1, and panel chemists in the above boroughs have been invited to accept service upon the terms set out in a recent circular issued by the Medical Officer of Health. The terms and conditions are as follows:—

(1) That the Council will only recognise for purposes of payment prescriptions issued on the official prescription form provided by the Council.

(2) All medicines and medical supplies must conform in quality to the standards laid down under the National Health Insurance Acts, and payment will be in accordance with the provisions set out in the Drug Tariff current at the time of the dispensing of the medicines or the supply of drugs and appliances prescribed by the Council's medical officers. Acceptance of a prescription by a chemist implies that he agrees to this condition.

(3) The question of the supply of bottles or other vessels is under consideration. Pending the issue of further instructions, patients are expected to provide a clean bottle or bottles of suitable form and size. If the patient does not comply with this request, the chemist should supply the necessary bottle or vessel and should mark the prescription "bottle supplied." When a bottle is supplied, the patient should be requested to bring it back if a further supply of medicine, etc., is prescribed.

(4) The prescription-form and counterfoil issued to the patient will indicate that the medicine required can be obtained from any insurance chemist in the borough in which the patient lives.

(5) Prescriptions dispensed for L.C.C. patients should be securely attached to a docket supplied by the Council and forwarded for pricing to the London Insurance Committee each month, at the same time as National Health Insurance prescriptions are forwarded. The chemist will retain the counterfoils. Special care should be taken by the chemist to give a clear impression of his prescription-stamp in the space provided at the top right-hand corner of the prescription-form. The *original* prescription must be forwarded. The counterfoil will not be accepted for pricing, except in the case of prescriptions coming under the Dangerous Drugs Act.

(6) A fresh prescription-form will be issued by the Council's medical officer on every occasion the patient requires medicine, etc.

(7) The prescriptions when priced will be forwarded by the London Insurance Committee to the Medical Officer of Health (Hospital Finance Division), who will furnish the chemist with a statement of the prices approved.

(8) The chemist will forward a summarised statement of account for payment, at the end of each quarter, to the Medical Officer of Health (Hospital Finance Division), the County Hall, Westminster Bridge, S.E.1, to whom all correspondence relating to the prescriptions dispensed for the Council under this scheme should be addressed.

It will be observed that L.C.C. scripts will be issued in duplicate and that the originals must be sent up monthly to the London Insurance Committee for pricing. In the case of D.D.A. scripts, the duplicate only must be sent up for pricing, while the original must of course be retained by the chemist.

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A BOOK OF HINTS.—"Tips and Stunts for Retailers" is the title of a book by Gerald Findler, published at 3s. 6d. by "The Efficiency Magazine," 87 Regent Street, London, W.1. The section entitled "The Chemist" occupies four pages.

# Insurance Act Dispensing

## Ministry of Health Inquiry

A committee of inquiry, representing the Ministry of Health, sat at Shrewsbury, on June 20, to investigate complaints made by the Salop Insurance Committee against Mr. Ernest Harper Morgan (trading as G. H. Morgan & Sons, 2 High Street, Wem). The alleged grounds of complaints were that on July 19, 1932, and on February 15 last, a test prescription, issued by the Salop Insurance Committee, was dispensed by an unqualified assistant at the shop of G. H. Morgan & Sons, without direct supervision by a qualified pharmacist; that at no time within the knowledge of the Insurance Committee, when test prescriptions had been presented for dispensing at the shop, had Mr. Ernest Harper Morgan or any other registered pharmacist been seen by the officer taking the test; and that supervision of dispensing at the shop was only exercised by the occasional visits of a registered pharmacist who permanently resided in a distant part of the county—Market Drayton, or otherwise by a registered pharmacist who permanently resided outside the administrative area of the Committee—London. The Insurance Committee considered that the continuance on the pharmaceutical list of a pharmacist who did not exercise continuous direct supervision of the dispensing was prejudicial to the efficiency of the pharmaceutical service to insured persons. Mr. Tomley, for the Insurance Committee, said the Committee, in taking the course they had, considered they were only doing their duty. Mr. Norman Sparrow, clerk to the Salop Insurance Committee, said he wrote to Mr. Morgan in July last year and on other dates since, regarding the complaints that prescriptions had been dispensed at his shop contrary to the regulations, and received replies in explanation of what had occurred. Replying to Mr. W. H. Williams (appearing for Mr. Morgan), Mr. Sparrow said probably 70,000 prescriptions had been made up at Mr. Morgan's shop in twelve years. The complaints of July last year had been dealt with by the Committee. Mr. Williams said in that case Mr. Morgan did admit a technical offence, and the chairman of the Committee said the case was not a very bad one. Mr. Sparrow further stated that Mr. Morgan declined to appear before the Committee when invited to do so respecting a complaint made in February, but he wrote giving his reasons. David Charles Lowe, a member of Mr. Sparrow's staff, said he took a test prescription to Mr. Morgan's shop in February and tried to get in personal touch with Mr. Morgan there, but was unable to do so. Richard William Birch said he had fetched drugs from Mr. Morgan's shop regularly, but he did not often see Mr. E. Morgan there. He saw Mr. Wilfred Morgan at the shop sometimes. Dr. Somerset said he went to Mr. Morgan's shop occasionally only, but he did not remember seeing Mr. E. Morgan there. He sometimes saw Mr. Wilfred Morgan there. Mr. James Guest said he had been in Mr. Morgan's employ for about twelve years. He was not a qualified dispenser, but he had taken several examinations successfully. On the morning that Mr. Lowe called at the shop in February, Mr. E. Morgan was actually there. Mr. Wilfred Morgan said he entered into an agreement with his brother to attend the Wem business daily except on Wednesdays, and at such times he was not there, and as a rule he (witness) went there almost every day. Mr. Ernest Morgan said on February 15, when a person called at the shop to make inquiries, he was on the premises, and he made up the prescription referred to in that case. Mr. Williams: You knew someone from the Insurance office was in the shop; why avoid him?—I avoided him because I was annoyed at what had previously occurred, and if I had seen him I should have pitched into him; I thought it best to keep out of his way. Replying to the chairman, witness said he had informed his brother by letter that he intended to be at Wem on February 15. Mr. Williams said Mr. Morgan had all along intended there should be proper supervision. Mr. Tomley submitted that supervision of dispensing at the shop was exercised only on occasional visits by registered pharmacists. The Committee then concluded their sitting.

# Pharmaceutical Society of Great Britain

## North British Branch

### Executive Meeting

A MEETING of the Executive of the North British Branch was held on June 21, Mr. J. B. McVitae in the chair.

In connection with the Pharmacy and Poisons Bill, it was mentioned that there had been circulated to the members of the Executive copies of correspondence explaining how ultimately it had been decided to make no further opposition to the amending of Clause 6 of the Bill. There was submitted from the Home Office a notification in regard to the Dangerous Drugs Act, 1932, which was to come into operation on July 9.

### Annual Meeting

THE annual general meeting followed the Executive meeting, Mr. J. B. McVitae in the chair.

#### CHAIRMAN'S ADDRESS

THE CHAIRMAN said they would have observed that the Pharmacy and Poisons Bill had now passed the third reading. Those who had not followed the proceedings closely might wonder why the North British Executive appeared as objecting to an amendment at the Committee stage and then agreed to it at the third reading. The matter was really very easily explained. They had agreed as an Executive and had advised all branches throughout Scotland that the best policy to adopt at the present stage of the Bill was to support loyally the policy of the Council. Some officials of the Scottish Pharmaceutical Federation at the last moment introduced an amendment providing for one Scottish member on the Statutory Committee and also on the Poisons Board. The situation was rather difficult, the Executive having agreed to support the policy of the Council and thinking the amendment was not quite as good a way for securing representation on the Statutory Committee as the other way of trusting to the commonsense of the Council to have Scotland duly represented. Certain political considerations, apart altogether from the Bill, had emerged. In these altered circumstances, while the Executive believed there were many points in favour of leaving the Council free in the appointment of representatives on the Statutory Committee, there seemed some possibility of delaying the passing of the Bill if this view was adhered to, and it was decided, in consultation with the Council, to withdraw opposition to the amendment so far as the Statutory Committee was concerned. The amendment given notice of, namely, to add to Clause 6 the words "of whom one shall be a person who carries on business in Scotland as a retail pharmacist," was not considered by the Executive to be free from danger. A person might carry on business in Scotland who was not resident in Scotland. It was suggested, therefore, that better wording should be adopted and the amendment was withdrawn in favour of the following:—"The members first appointed by the Council of the Society shall include a pharmacist resident in Scotland, and if, on the occurrence of a vacancy amongst the members appointed by the Council of the Society, none of these members is a pharmacist so resident, the person appointed to fill the vacancy shall be a pharmacist so resident." This had now been embodied in the Bill.

Among other matters dealt with by the chairman were public pharmaceutical service, the Dangerous Drugs Act 1932, the British Pharmacopœia, 1932, the proposed Advertised Medicines Bill, examinations and evening scientific meetings. The membership of the Society in Scotland was now 1,778, being an increase of six on last year, and it was a record number. The five Scottish local branches continued in full activity. The thanks of the Executive were due to the office-bearers and committees of the branches and also to the divisional secretaries of the Society. During the year the Society in Scotland had lost by death Dr. James Laidlaw Ewing (Edinburgh), Mr. John Muir (Edinburgh), Mr. J. S. B. Heddle (Edinburgh), Mr. J. Innes Fraser (Edinburgh), Dr. William Inglis Clark (Edinburgh), Mr. R. Gordon Drummond (Falkirk), and Mr. W. S. Glass (Edinburgh).

#### SCRUTINEERS' REPORT

The resident secretary read the report of the scrutineers, which showed that 1,718 voting papers were issued; 419 of these were returned, and nine were informal, leaving 410 to be recorded. The following was the result of the poll:—

| | |
|---|---|
| Harley | 330 |
| McVitae | 329 |
| McMillan | 313 |
| Mackenzie, T. | 309 |
| Arthur | 307 |
| Bennett | 300 |
| Stewart | 297 |
| Culbert | 292 |
| Milne | 291 |
| Coull | 287 |
| McNab | 287 |
| Duff | 281 |
| Hay | 278 |
| Mackenzie, D. G. | 252 |
| Carmichael | 249 |
| Miller | 245 |
| Bryant | 228 |
| *Currie* | 219 |
| *McCall* | 192 |
| *Mitchell* | 192 |
| *Somerville* | 172 |
| *Tainsh* | 144 |
| *Scarlett* | 108 |

The chairman then declared the first seventeen to be elected members, constituting, together with the president of the Society (Mr. John Keall), the vice-president (Mr. Ernest Saville Peck), and Messrs. Thomas Guthrie (Glasgow) and James Jack (Arbroath) as *ex-officio* members, the Executive for the year 1933-34.

#### DISCUSSION

MR. BENNETT said, arising out of the reference to the British Pharmacopœia, 1932, he had been asked by the Central Checking Bureau with regard to a prescription whether he dispensed the equivalent of 5 gr. of fresh gland or 1 gr. of thyroid, B.P., 1932. He failed to understand the question, as he thought it was one and the same thing. It was explained that thyroid was a definitely standardised preparation containing 0.1 per cent. of thyroxine iodine. The real object of the question was to ascertain what had been dispensed.

MR. JACK said a difficulty had arisen in the dispensing of ergota præparata in pills. It had been prescribed in 5-gr. doses, but to make a practicable pill mass without having a pill much too large had been found an almost insuperable difficulty. It was suggested that the pill might be divided in two with the direction to take two instead of one.

MR. D. G. MACKENZIE mentioned the ordering by certain medical practitioners of two or four drachms of infus. gentian. co., meaning probably the concentrated infusion. It was explained that not infrequently a prescriber ordered a small quantity of an ordinary infusion to be added merely to give a flavour to the mixture.

MR. MILNE said it looked as if, in referring to public pharmaceutical service, the chairman had deprecated localities making arrangements of their own which might be on better terms than that of the N.H.I. tariff. He did not see why any arrangement of that kind should be interfered with. It was explained that it had already been agreed that they should aim at securing one uniform national system of public pharmaceutical service.

On the motion of MR. GUTHRIE, a hearty vote of thanks was awarded to the chairman.

# Association Meetings

**Aberdeen.**—The quarterly meeting of the Aberdeen Pharmaceutical Association was held on June 9, Mr. M. K. Watt (president) in the chair. Mr. Watt introduced Dr. Walter A. Reid (chairman of the Governors of Gordon's Colleges), who was to address the students and present the prizes. Dr. Reid stressed the great advantages they had in the up-to-date pharmacy department of Gordon's Colleges. He congratulated them on the high standard of their work, but expressed his disappointment at the lack of interest shown by them in the Leverhulme Scholarships and the Petrie Trust Bursary, the entries in the latter being disappointing. He hoped that by another year the entries would be greater and that they might be able to congratulate a Leverhulme scholar. To Dr. Tocher fell the privilege of proposing a vote of thanks to Dr. Reid. Dr. Tocher referred to his own connection as examiner with the prize scheme of the Association, a duty he had undertaken for the past thirty years. A report from the Business Interests Committee regarding the cutting of proprietary and P.A.T.A. articles was submitted, and the steps taken by the Committee to combat this was commended. The prize-winners were as follows:—*First year,* John Hadden, Charles Jaffray and James Watt. *Second year* (first equal), Elsie Simpson and John Robertson, (3) Ben Adam. *Third year,* Florence M. Pirie, Wm. Shewan and W. A. Michie. *Fourth year,* Victor Bond, G. I. Robson and Wm. Mackie. *Petrie Trust Bursary,* G. I. Robson, with Chas. McHardy a worthy runner-up. Mr. Victor Bond, one of the prize-winners, proposed a vote of thanks to the members of the Association for the practical interest shown in their work.

**Belfast.**—The monthly meeting of the Executive Committee of the Ulster Retail Drug Trade Association was held on June 6, the president (Mr. S. J. Hudson) in the chair. A letter from the Pharmaceutical Society of Northern Ireland was read intimating that the period of four years' apprenticeship (*C. & D.,* April 15, p. 408) could not be altered except by Act of Parliament. In response to a letter from the Ministry of Labour requesting the attendance of some members of Committee to discuss the matter of the expiration of the term of office of the various service committees on September 30, Messrs. C. Abernethy, J. C. Culbert, James Dundee, W. J. Hardy and James McDowell were appointed to confer with the Ministry. The secretary intimated that pending the receipt of further legal information regarding the suggested incorporation of the Association no immediate action could be taken. Mr. Dale (Londonderry) wrote suggesting that an opportune time had arrived to make a combined protest against the continuance of the "something for nothing" gift schemes promoted by various firms. In Mr. Dale's opinion the advertising value of such was now almost negligible; sales were decreasing and altogether such schemes were detrimental to fair trading. The Committee unanimously endorsed Mr. Dale's views, and the secretary was directed to write to certain firms setting out the views of the Committee. It was decided that the next meeting be held in September.

**Edinburgh.**—The annual practical demonstration of the summer session of botanical excursions of the Edinburgh Chemists', Assistants' and Apprentices' Association took place on June 16. Fresh plants collected by the members were arranged in systematic order and described by Mr. J. Rutherford Hill. On the motion of Mr. W. A. Beattie (president) a cordial vote of thanks was awarded to Mr. Hill.

**Enfield.**—A meeting of the Enfield and District Chemists' Association was held on June 19. The president (Mr. M. Rock) resigned from office, as he was leaving the district. Mr. A. R. Cross was elected president. Mr. Rock, in a short speech, said how sorry he was to have to leave the district, principally on account of health. He would always have very fond feelings for Enfield Association, especially as he himself was concerned in its formation. The Association had done very useful work. Mr. W. Dinwiddee then gave an appreciation of Mr. Rock, which was seconded by Mr. A. R. Cross. Mr. Rock briefly replied.

**London (S.-E.).**—The annual meeting of the South-East London Chemists' Association was held on June 13, Mr. J. Milner in the chair. The reports of the treasurer and general secretary were presented, the finances of the Association and its general tone being regarded as wholly satisfactory. The following were elected as officers for the coming session:—*President,* Captain J. J. G. Hay; *Vice-Presidents,* Messrs. C. H. Foster (East Dulwich) and Francis W. Woolf (Brockley); *Treasurer,* Mr. E. Richardson (Brockley); *Auditor,* Mr. W. J. Turner; *General and Financial Secretary,* Mr. E. Oswald Wells (general secretary to the South-Eastern Associations). The following were elected P.A.T.A. local secretaries: *Bermondsey,* Mr. Hugh Burke; *Camberwell,* Mr. W. C. Spooner; *Deptford and Greenwich,* Mr. J. Milner; *Lewisham,* Mr. W. T. Tucker; *Woolwich,* the secretary. Captain Hay and Mr. W. C. Spooner were re-elected representatives on the London County Executive. Votes of thanks to the officials for their services during the session were recorded, and congratulations were tendered from the chair to Messrs. Milner and Wing on their being returned to the London Pharmaceutical Committee. The secretary presented a draft programme for the ensuing year. The meeting voted £5 5s. to the Pharmaceutical Society's Benevolent Fund.

**London (W.).**—The following have been elected as officers of the Western (London) Pharmacists' Association for the 1933-34 session:—*President,* Mr. Gwilym Thomas; *Vice-President,* Mr. David T. Jones; *Treasurer,* Mr. W. E. D. Shirtliff; *Secretary,* Mr. D. T. Jones; *Assistant Secretary,* Mr. R. E. Baldry; *Social Secretary,* Mr. P. D. Goodwin; *Assistant Social Secretary,* Mr. Clifford Evans.

**Manchester.**—A meeting of the local branch of the Photographic Dealers' Association was held on June 12, the chairman, Mr. J. G. Chapman, presiding. After an explanation by the chairman why meetings had not been held frequently, and of the activities of the branch, he eulogised the splendid work carried out by their secretary, Mr. Kaye, who had resigned on account of having acquired a chemist's business in another part of the country. Since the formation of the branch in 1929 Mr. Kaye had been their secretary, and Mr. Chapman proposed, and Mr. Cleworth seconded, a resolution expressing appreciation of his services. This was carried with acclamation. Mr. C. T. Thonger, treasurer of the P.D.A., then addressed the meeting on the progress of the Association and the difficulties yet to be overcome. Mr. T. A. Durkin, a member of the Council of the P.D.A., next spoke on the scheme for the maintenance of developing and printing prices (see *C. & D.,* June 17, p. 648). Following a discussion, Mr. E. H. Simmons proposed, and Mr. Foxall seconded, that the meeting was in full agreement with the whole scheme put forward. This was carried unanimously. With votes of thanks to Mr. Thonger, Mr. Durkin and the chairman the meeting terminated.

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THE first edition of "Patents Explained," by Herbert J. Wildbore, has been issued (price 5s.) at the office of the author, 101 Leadenhall Street, London, E.C.3.

BOOK ON COMPANY LAW.—The eighth edition of "One Thousand Questions and Answers on Company Law," by H. A. Ashton, has been issued (price 5s.) by The Company Law Press, Ltd., 69 Fleet Street, London, E.C.4. The first edition appeared in 1923. The present edition has been revised in accordance with th Companies Act, 1929.

# Summer Outings

### South-West London Outing

THE South-West London Chemists' Association held their annual summer outing on June 21, at Abinger Hatch Hotel. After tea, sports were played, including cricket, in which it was noticed that the ladies of both teams showed considerable talent. Prizes were won in the children's races by Miss Westland and Masters John James, Peter James, Dennis Shanahan and Pat Westland. The adult races were won by Mrs. Atkinson, Mrs. Inglis, Mrs. Wells and Messrs. I. J. Jones, W. Pitney and H. G. Tibbett.

### At the Tattoo

MEMBERS of the North-East and East London Pharmaceutical Association enjoyed an outing to the Aldershot Tattoo on June 15. On arrival at Rushmoor each visitor was handed a package containing a complete and well-designed picnic supper, which was much appreciated. Excellent seats in the centre of the grand-stand had been booked for the entire company. Arrangements had been made with the coaching firm to deliver the members at their own doors on the return journey—some as far afield as Esher and Enfield. The whole trip was well organised and carried through without a hitch.

### A Tour in Derbyshire

THE annual summer outing of the Mansfield and District Branch of the Pharmaceutical Society was held on June 14, some forty members and friends attending. The outing consisted mainly of a circular tour in Derbyshire, by motor coach; a halt was made at Derwent Valley lakes for the party to see the reservoir which

THE MANSFIELD AND DISTRICT PARTY

forms part of the Derwent Water Board's scheme. Tea was taken at the Rising Sun Hotel, Bamford; a pleasant tour was afterwards spent in the gardens of the hotel, many of the party taking advantage of the private bathing pool. The return journey was made by way of Tideswell and Rowsley. Fine warm weather added greatly to the enjoyment of the outing.

### Visit to Chislehurst Caves

MEMBERS of the West Kent Chemists' Association were very lucky in choosing a hot afternoon (June 14) for a visit to the cool recesses of Chislehurst Caves. Soon after 3 p.m. the party was received at the entrance by the veteran guide, who, having given each member a lamp, assured everyone that he could find his way anywhere in the dark. This was no small boast, as the caves have not the freedom they once had. Hitherto the air has been noted for its extreme purity, but as the party proceeded a remarkable aroma became apparent. "Mushrooms!" said the guide. As one passed through the galleries rows of long mounds were seen in many of the side passages. The darkness and cool, even temperature seemed to be peculiarly favourable to mushroom culture, and it would appear not unlikely that the caves will ultimately be given over to this profitable industry. The guide drew attention to various fossils—notably one of the ichthyosaurus. Reference was made also to the ancient entrances known as dene-holes, and to the very uncomfortable practices of the druids who held their meetings in these caves. Upon emerging into the open air a tremendous change of temperature was apparent, but a cooling strawberry tea, arranged on a shady lawn by Mr. Allan Bone (Chislehurst), rounded off a very enjoyable afternoon.

### Staff Outings

ABOUT twenty-five members of the staff of Boots, Ltd., Llandudno, went to Chester recently by motor coach for their annual outing.

EMPLOYEES of William Blythe & Co., Ltd., manufacturing chemists, Church, had a happy time on the occasion of the annual picnic to Blackpool on June 17, when a large party attended. In addition to an "all-in" ticket, each employee received 10s. and cigarettes or sweets. Mr. William Collison (managing director) said it was by the co-operation of employees and staff that the company had been able to produce such good results. During 1932 they were successful in having in full employment from 10 to 20 per cent. more employees than in 1931. To Mr. George Booth, an employee, Mr. Tucker (director) presented a gold watch in recognition of forty years' service.

ON June 17 the annual outing of The British Drug Houses, Ltd., took place, between 700 and 800 of the employees going by special trains to Margate. The whole of the members of the board of directors were present (with the exception of Mr. F. C. O. Shaw, who was abroad and from whom a cablegram of cordial greeting was read), Mr. C. A. Hill (chairman and managing director) presiding at the luncheon. The chairman mentioned that there were present twenty-three of those who were on the retired list, their total ages being 1,654 years, with an average age of seventy-two years, and their total years of service being 1,078, an average of forty-seven years. At the end of the day it was the unanimous opinion that the B.D.H. outing had once more proved to be an unqualified success.

### Middlesbrough Chemists at Knaresborough

MEMBERS of the Middlesbrough and District Pharmacists' Association organised an outing recently to Knaresborough and Harrogate. The day was ideal, and the many places of interest en route and in Knaresborough lent charm to an outing that will be long remembered. Many chemists paid a visit to what is

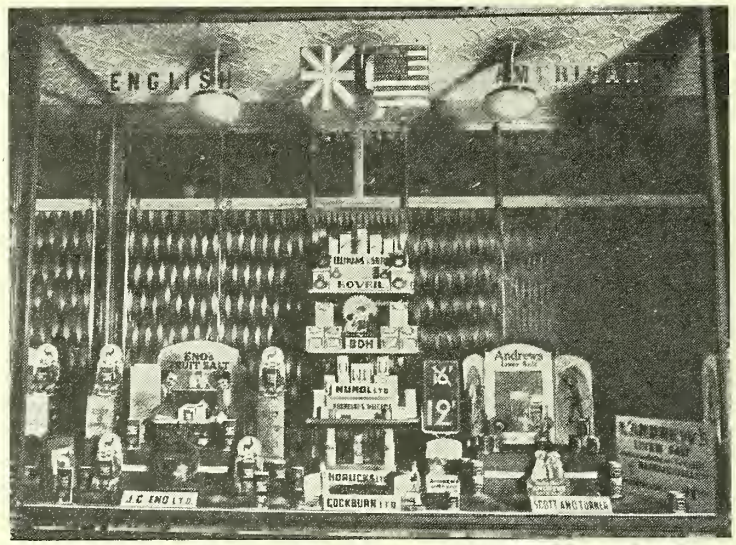
THE GROUP OF MIDDLESBROUGH AND DISTRICT PHARMACISTS

probably the oldest chemists' shop in England, situated in the Market Place, Knaresborough. Tea was served in the Old Manor House, just a short distance from the ancient castle of Knaresborough. The arrangements for this successful outing were in the hands of Mrs. Drust (social secretary), and during the afternoon Mr. D'arcy Bray (president) voiced the thanks of all in paying a tribute to Mrs. Drust on her excellent organising.

# The Largest Paris Pharmacy

## Pharmacie A. Bailly

THE Pharmacie A. Bailly, 15 Rue de Rome, Paris, is the largest and most complete establishment of its kind in the French capital. The building occupies a site of over 16,000 square metres, and with its seven floors and 200 windows gives an impression of vast proportions. The large show windows, which face the Rue de Rome and Rue du Rocher, exceed 120 metres in length and are continually being used for displays of the most varied nature. A unique and interesting feature of the pharmacy is the series of gilded medallion portraits—mounted on marble pilasters—of scientific celebrities, including Galen, Hippocrates, Baumé, Bernard, Berthelot, Caventou, Pierre Curie, Dumas, Gay-Lussac, Guidenard, Lavoisier, Milne - Edwards, Moureu, Moissan, Parmentier, Pasteur, Pelletier and Vauquelin. The appearance of the fronts on the Rue de Rome and Rue du Rocher is greatly enhanced by the use of an elegant canopy, while by night hundreds of electric lamps give to the building an illumination *par excellence*. The ground floor is utilised for the retail sale of packed pharmaceutical products such as cachets, capsules, tablets, pastilles, powders, essences, oils, syrups, tinctures, wines, as well as dressings and dietetic goods. Members of the medical profession have the use of a large circular room, comfortably furnished, and containing facilities for rest, assembly, study and reference. Here doctors may consult the journals of the world, or utilise the eight main and 105 internal telephone lines, and also avail themselves of the services of stenographers, translators, etc.




*A TYPICAL PHARMACIE BAILLY WINDOW DISPLAY*

### British and Foreign Department

A special department displaying British and foreign goods was inaugurated some years ago to cope with the enormous demand by foreign customers and visitors. These preparations are classified according to their nationalities. A special case contains patent medicines from the smaller central European cities and is known as "The International Case." The department publishes, monthly, a special catalogue containing the names of these products. This is printed in German, English and Italian and gives the foreign visitor details of how to find at the Pharmacie A. Bailly the same service, courtesy and personal attention as offered to him in his own country. These lists are sent out at frequent intervals to all chemists, wholesale and retail. Another pamphlet showing the lists of preparations exclusively represented by the Pharmacie A. Bailly in France is circulated at regular intervals to chemists and doctors.

### The Upper Floors

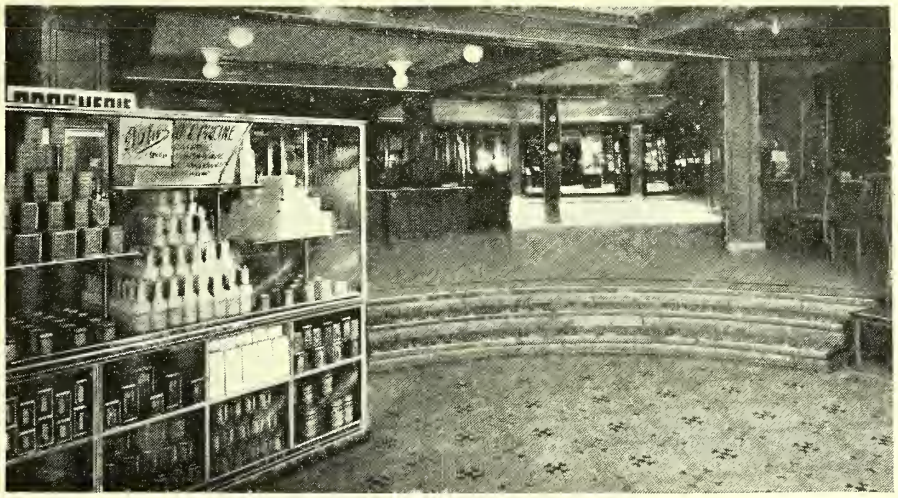
The upper floors are served by six lifts. On the first floor more than 18,000 different specialities are stocked. The Pharmacie A. Bailly, with its modern equipment and organisation, has been selected by many French as well as foreign manufacturers as the sole agency for the sale of their products in France and Colonies. On the second floor are the departments devoted to medical and surgical apparatus and appliances, dressings, etc., as well as the optical department. The dispensing department and the analytical and clinical laboratories on the third floor are directed by pharmacists, chemists and medical men. On the next floor the export department merits special attention on account of its remarkable organisation; commercial information collected throughout the world is transmitted to each interested department, and eventually, on demand, to those who find in this information new ideas useful in the internal or external expansion of the profession for the benefit of humanity. On the top floors are the administrative offices, well lighted and comfortably fitted.

### Perfumery and Photographic Goods

The perfumery department has grown to large dimensions in recent years and is, in fact, one of the most important. Here are sections for massage, face treatment, etc., and every modern beauty product is stocked. The most important perfumery manufacturers send their demonstrators to introduce new lines, which at the same time are given prominent window displays. A list of prospective purchasers is first compiled and mailed, whereupon a free demonstration is given to each individual visitor. The photographic department is situated in a commanding position on the ground floor and offers the usual facilities to both amateur and professional photographers. A quick D. and P. service during the summer months enables visitors to Paris to obtain a speedy and guaranteed delivery. The pharmacy's photographic chemicals are a special item in this service.

### The Manufacturing Side

All the products and specialities of the Pharmacie A. Bailly are manufactured and controlled in the laboratories at Nogent-sur-Marne (Seine). These manufacturing laboratories are equipped with the latest plant and apparatus for the large-scale production of pharmaceutical and allied products; their area is in the region of 25,000 square metres. A large proportion of the work carried out in these laboratories consists of the preparation and packing of foreign specialities, a service which relieves the proprietor of heavy transport charges and customs dues. The Pharmacie A. Bailly publishes monthly, in several languages, an interesting review, "Clinique et Laboratoire," for the use of members of the medical profession. Contributors to this periodical include French as well as foreign medical authorities.



*Above :*
*THE PHARMACIE - A. BAILLY -*

□ □ □

*Left :*
*INTERIOR OF THE GROUND - - FLOOR - -*

□ □ □

□ □ □

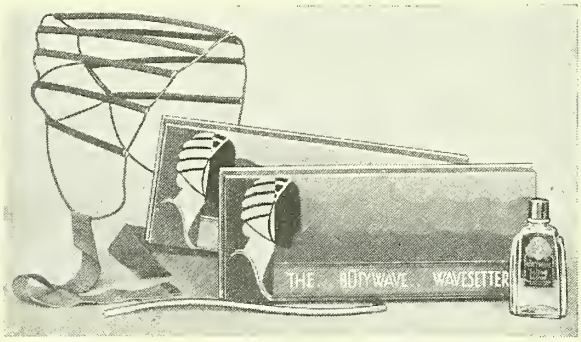
*Right :*
*THIS DISPLAY INCLUDES A RANGE OF PROMINENT - - BRITISH - - PHARMACEUTICAL - SPECIALITIES -*

□ □ □

# Trade Notes

THE GENERAL ELECTRIC CO., LTD., Kingsway, London, W.C.2, announce a reduction in the price of Sashalite photographic flashlight bulbs.

THE BUTYWAVE CO., Rampayne Street, Vauxhall Bridge Road, London, S.W.1, are sending out their




wavesetter in an artistic box in which there is also included a bottle of setting lotion. A photograph of the complete outfit is shown above.

CHARLES MIDGLEY, LTD., 325 City Road, Manchester, were awarded the silver medal of the Royal Sanitary Institute for superfatted toilet soaps at the recent Health Exhibition held in Blackpool.

CUTEX nail white pencils are being supplied in an attractive counter display card. The wholesale distributors of these well known manicure preparations are J. C. Gambles & Co., Ltd., 211 Blackfriars Road, London, S.E.

SEL ANDREWS.—Pharmacie A. Bailly, 15 Rue de Rome, Paris, has been appointed by Scott & Turner, Ltd., Newcastle-on-Tyne, sole distributor in France for Andrews liver salt. It will be sold under the title of Sel Andrews.

GLUCOSE.—Corn Products Co., Ltd., Bush House, Aldwych, London, W.C.2, have published an informative booklet entitled "Some Facts about Glucose." Chemists can obtain supplies of this publication for counter distribution on application.

PHENOBARBITAL and phenobarbital sodium were wrongly spelt on page 108 of last week's issue. This fact, however, will not detract from the effective announcement made by May & Baker, Ltd., London, S.W.11, the manufacturers of these preparations.

GARNER & JONES, LTD., Polebrook House, Golden Square, London, W.1, have sent for our inspection one of the new models of the Practos exposure meter. This is smaller in size, more convenient and easier to use than the previous one. Exposure for "stills" is indicated in red figures and those for ciné cameras are in black to avoid confusion.

BRITISH PHARMACEUTICAL CONFERENCE.—Glaxo Laboratories, 56 Osnaburgh Street, London, N.W.1, ask us to draw the attention of our subscribers to the fact that they will be delighted to welcome at their laboratories any pharmacist who would care to see them while in London for the Conference. The days that are most convenient are Tuesdays, Wednesdays and Thursdays, at half past eleven in the morning or at half past two in the afternoon.

THE latest edition of the fine chemicals catalogue of Whiffen & Sons, Ltd., Carnwath Road, Fulham, London, S.W., has been issued in a new and enlarged form. The improvements over the previous lists cannot fail to be appreciated by those who have occasion to refer to it.

AN ATTRACTIVE DISPLAY STAND.—F. C. Calvert & Co., Ltd., Bradford, Manchester, have brought out a new display stand for their carbolic tooth powder. As will be seen from the accompanying illustration it holds three boxes and, since it measures only 9 in. by 6½ in., it takes up but little space. One of these attractive stands will be sent to any chemist who writes for it.

YEAST TABLETS.—Calders' Yeast Co., Ltd., Inverkip Street, Glasgow, C.5, have placed on the market live yeast tablets (5 gr.) packed in bottles of 50 and 100. Supplies may be obtained through the usual wholesale channels.

A. F. SHERLEY & CO., LTD., dog medicine manufacturers, 18 Marshalsea Road, London, S.E.1, have sent out a folder describing two new lines, namely, Nofol and Dry Cleaning Powder. Particulars are also given of some of the other of the company's products, and of four offers which are being made, including details of window display discounts.

JACK L. BARNETT, LTD., 18 Basinghall Street, Leeds, are offering two bottles of a new design which will interest the toilet section of the trade. The one is a ℥iij. having the appearance of a ℥iv. and is suitable for sun bronzing oils, brilliantines and so forth; the other is a ℥x., and should prove an excellent container for toilet waters or skin lotions. Both bottles are fitted with bakelite screw caps.

SUMMER LINES.—Macleans, Ltd., Great West Road, Brentford, have sent for our inspection a number of their preparations which are specially intended for sale at this time of year. These include: Sunbrunol, an attractively packed form of the popular sun oils for which there is such a large demand at present. Skincool is a modern form of sunburn lotion. Then there is Astringent Lotion and Skin Freshener, which should be a par-

ticularly good seller during the hot weather, when the pores of the skin are relaxed and faces are more than usually shiny. Sunburn Cream prevents and relieves sunburn and at the same time is really a good vanishing cream. It should be popular on this dual purpose sales angle. Insect Bite Cream is an efficient preventive and soothing cream much in demand at the present time. Oil of Lavender is packed in sprinkler-top handbag flasks, and daintily packed in show-outers which take very little room on the chemist's counter.

# Marriages

BURGHAM—WAGSTAFF.—At Alan Road Methodist Church, Ipswich, on June 12, Harry Hinsley Burgham, chemist and druggist, to Phyllis Nora Wagstaff.

CALDER—NICOLSON.—At Duke Street Free Church Manse, Glasgow, on June 19, Robert Sutherland Calder, chemist and druggist, to Mary Macdonald Nicolson.

CLARK—COCKERILL.—At Haslingden Road Methodist Church, Rawtenstall, Manchester, on June 20, William Stanley Clark, chemist and druggist, to A. B. Cockerill.

GAZE—KINDNESS.—At Crossbrook Congregational Church, Waltham Cross, Herts, on June 16, William Ernest Gaze, M.P.S., 10 The Avenue, Highams Park, London, E.4, to Jean Kindness (sister of the late John Kindness, M.R.C.S., L.R.C.P., chemist and druggist, Folkestone). (See below.)

HALEY—BARLOW.—At Southport, on June 12, Percy Haley, chemist and druggist, to Bertha Barlow.

HUTCHESON—GIBB.—At Troon, Ayrshire, on June 14, William E. Hutcheson, chemist and druggist, to Annie Gibb.

LAVIERS—JONES.—At Newcastle Church, Bridgend, on June 19, Christopher Laviers, M.P.S., to Marion Jones, Bridgend.

RILEY—SMITH.—At the Methodist Church, Luddenden Foot, Yorks, on June 14, Reginald A. B. Riley, chemist and druggist, to Doris Smith.

STEEL—PETERS.—At Mount View Congregational Church, London, N., on June 18, Jack W. A. Steel (son of Mr. G. A. Steel, M.P.S., 9 Green Lanes, N.16) to Edith May Peters, Stoke Newington, N.16.

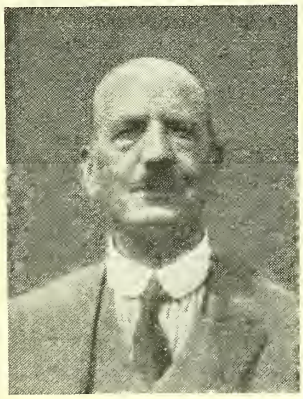
# Deaths

HOLGATE.—At Bolton, on June 17, suddenly, Mr. Harry Holgate, a director of W. H. Legat, Ltd., manufacturing chemists, aged sixty.

PALMER.—In Paris, recently, Major Godfrey Mark Palmer, chairman of the Marley Hill Chemical Co., Ltd., aged fifty-four.

QUARMBY.—Suddenly, at his residence, Christ Church Square, Macclesfield, on June 20, Mr. Thomas William Quarmby, chemist and druggist, aged sixty-five. He had carried on business in the town for over 40 years.

SOUTHON.—On June 18, after a long illness, Mr. James Edward Southon, chemist and druggist, of J. E. Southon & Co., disinfectant manufacturers, 101 Leadenhall Street, London, E.C.3, aged sixty-eight. After passing the Qualifying examination Mr. Southon was an assistant with Corbyn, Stacey & Co., Ltd., at their Poultry shop, afterwards becoming manager of the Leadenhall Street branch; when Messrs. Corbyn, Stacey & Co. gave up their retail business at that address he opened a pharmacy at No. 8 in the same street. After thirty-two years in business there he removed to new premises at 5 Leadenhall Street, and somewhat later opened a branch at 119 Cheapside. Eventually Mr. Southon, who took his son into the business some years ago, decided to give up the retail trade, and the manufacture of disinfectants was transferred to 101 Leadenhall Street.

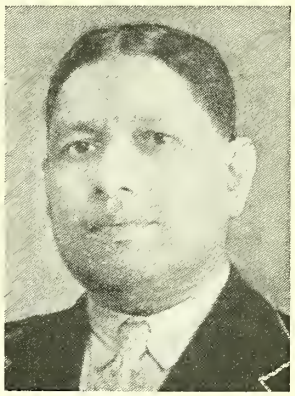


MR. J. E. SOUTHON

WILLOUGHBY.—At Adelaide, South Australia, recently, Mr. George Edward Willoughby, chemist and druggist. Mr. Willoughby qualified in London in 1903.

# Personalities

MR. D. R. MAWNAY, proprietor of Raja D. Mawnay & Co., wholesale chemists and druggists, Madras, and ex-president of the Madras Chemists' and Druggists' Association, has arrived in London on a visit, and may be addressed c/o Thomas Cook & Son, Ltd., Berkeley Street, W.1. In the course of conversation during a call at this office recently Mr. Mawnay had some interesting things to tell us concerning conditions in India at the present time. Mr. Mawnay expressed the view that British manufacturing houses should preferably be represented in India by Indians; he is prepared to undertake such representation, and hopes to get in touch, during his stay in this country, with any manufacturers interested.



MR. D. R. MAWNAY

MR. A. E. HOBBS, J.P., Ph.C., Tunbridge Wells, has been installed Assistant Provincial Grand Master of Kent Freemasons.

MR. W. KELLEY, midland representative of the Icilma Co., Ltd., won the open challenge cup (all England), vocal section, at the Leamington annual musical festival on June 24.

MR. H. W. HARRIE (National Drug Industries, Ltd.) has been appointed a delegate to the annual conference of the Holloway Union, to be held at Oxford on July 8. Mr. Harrie will represent the United Kingdom Commercial Travellers' Sick Benefit Society.

MR. DAWSON LLOYD, who is well known to many chemists on the South Coast, was involved in a collision on June 14 while motoring in Bournemouth. First aid was rendered by Mrs. Savage, wife of Mr. E. J. Savage, chemist and druggist, near whose premises the accident happened, but personal injuries were not of a serious nature.

MR. NORMAN HANSON, chemist and druggist, has been appointed pharmacist at the West Riding Mental Hospital, Menston, Leeds, in succession to Mr. Haley, who is retiring. Mr. Hanson was trained at the Bradford Technical College and served his apprenticeship at the Bradford Royal Infirmary, where he holds the position of senior assistant pharmacist.

MR. JOHN ARTHUR DALE, chemist and druggist, who has been in business for many years at Stoke-on-Trent, has been appointed a justice of the peace for the city of Stoke-on-Trent. Mr. Dale has been a member of the city council for fifteen years, and is vice-chairman of both the Stoke-on-Trent Insurance Committee and the Stoke District Nursing Society.

ON the occasion of his marriage (see above), Mr. W. E. Gaze, chemist and druggist, Highams Park, London, E., was the recipient of a handsome canteen of cutlery, suitably inscribed, presented by the president, officers and members of the West Ham and Eastern District Association of Pharmacists. Mr. Gaze was for nine years honorary secretary of the East Metropolitan Branch of the Pharmaceutical Society, which is now known as the West Ham and Eastern District Branch.

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*Telephone: Bermondsey 1141*

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**DISEASES AND REMEDIES**

Now in its sixth edition (March, 1931). It has been carefully revised by an experienced medical practitioner and parts of the book have been rewritten. Price 5s., by post 5s. 3d.

**PHARMACEUTICAL BOTANY**

An attractively written book, dealing with the plants mentioned in the examination syllabus of the various pharmaceutical examining bodies. Botanical terms which at first sight are forbidding in appearance are explained so that the meaning is made crystal clear. A useful gift for apprentices and assistants who have not passed the qualifying examinations. Price 5s., by post 5s. 4d.

**THE ART OF DISPENSING**

The tenth edition of this well-known work is now ready. The book has been thoroughly revised and considerably improved, while maintaining the features which have made it so popular with several generations of students. It is kept by chemists in the dispensary for ready reference in cases of difficulties arising in the course of the day's work. Price 8s., by post 8s. 6d.

**VETERINARY COUNTER PRACTICE**

Chemists interested in veterinary practice will find the work indispensable, as it deals with the ailments of horses, cattle, sheep, pigs, dogs, and poultry, and the remedies that can be supplied. New edition 1930 (Eighth) brings this book thoroughly up to date. Price 7s. 6d. net, by post 8s.

**THE PHOTOGRAPHIC CHEMIST**

This is a concise guide to chemists commencing and carrying on a photographic department. The book is a reprint of the treatise in *The Chemist and Druggist Diary*, 1926, with additional chapters and formulas. Price 3s. 6d., by post 3s. 8d.

**THE CHEMISTS' DICTIONARY OF MEDICAL TERMS AND TREATMENT**

A small book which explains the meaning of medical terms as to which customers often inquire from chemists. In addition to concise definitions of these technical terms, notes are given on the treatment of the more important ailments. Price 3s. 6d., by post 3s. 8d.

**THE *C. & D.* PRICE LIST FORMULARY, "P.L.F."**

All users of the *C. & D.* Retail Dispensing Price List require a copy of this Formulary. It brings together the formulas for unofficial preparations, the prices of which are quoted in the Price List. It is a choice collection of good formulas for articles in everyday request by the public. Price 2s. 6d. post free.

**PROVINCIAL HOSPITAL PHARMACOPŒIAS**

Uniform with the "Chemists' Dictionary," contains 296 pages and consists of formulas for medical prescriptions used in twenty-two hospitals and infirmaries in Great Britain outside the London district. Price 3s. net, by post 3s. 2d.

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# Information Department

### INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

S/23. Easitrim small metal combs
W/26. Heliometer (for rheumatism)
W/19. Marko manicure outfits
N/24. Nevada foot ointment
T/16. Orapain tablets
B/27. Roydis perfume
B/19. Wigan paste

THE
CHEMIST AND DRUGGIST
VOL. CXIX. JULY 1, 1933 NO. 2786

## The Finance Act

Now that the Finance Bill has run its full course through Parliament, and only awaits the Royal Assent to become law, it is possible to review the changes which it makes. Part I of the measure contains the provisions of most general interest. These include a change in the method of charging the duty on beer; while at the same time the rates of duty are so adjusted that at the current rate of consumption it is calculated that the Exchequer will suffer a loss of £12,000,000 per annum. Considering the serious nature of the Chancellor's proposal from the point of view of revenue, the comparatively little opposition which it met with in the House must have been due to the fact that members were impressed with his explanation that his object in remitting the duty was that he might conserve the source of the duty. The Chancellor met with no opposition to his proposal to continue, in the interest of British hop growers, for another three years, the duty, due to lapse this year, on imported foreign hops. The Act next provides for a small increase in the duties on matches and mechanical lighters; after which it passes to the imposition of a duty of 1d. per gallon on hydrocarbon oils, other than light oils. The duty on sparkling British wines, "sweets," is increased from 1s. 6d. to 7s. 6d. a gallon.

### Import Duties Act, 1932

The next following twelve sections are occupied chiefly with rounding off the provisions of the Import Duties Act, 1932. Concessions are allowed by repayment of the customs duties in cases where the goods were imported under a contract of sale and are returned by the importer because of their condition; and provision is made for exemption from the duty on prizes awarded abroad for distinction in art, literature, science, sport or other merit. The Act at the same time lays down the rule for the ascertainment of the valuation of goods for purposes of all *ad valorem* duties. The Act then diverges on to two sections which are of special interest to the drug trade. One of them makes a halting attempt to get rid of the provision of the Finance (1909–10) Act that a person holding—in England only, for the restriction never applied to Scotland—a spirit retailer's off-licence could not sell spirits in any quantity less than one reputed quart bottle. Under the new Act a person holding such a licence, provided it has been granted to him under the authority of a justices' licence, may sell a quantity of spirits equal to one reputed pint if it is sold in a single container. The concession, therefore, will not extend to a trader who has a combined wholesale and retail spirit licence which the law allows him to obtain from the Customs and Excise without the requirement of a justices' licence. The other section deals in a manner almost equally halting with a restriction from which the business of rectifiers or compounders has for more than fifty years suffered. Under the Spirits Act, 1880, British liqueurs or tinctures or medicinal spirits could not be warehoused for home consumption. Consequently, if a rectifier found that the demands of his trade required him to supply British liqueurs or tinctures he had to keep them on his private premises for the necessary period during which a loss of the spirits upon which duty had been paid from natural causes, was inevitable. On the other hand, the foreign article, if imported, could be retained in a duty-free warehouse as long as required, and on being cleared, had allowance made for any duty that would have been chargeable on the spirits lost. This ban is now removed except in the case of perfumed spirits. The same section also makes an amendment long overdue in the Spirits Act, 1880, by providing that British compounds may be warehoused by a rectifier for home consumption irrespective of strength, whereas under the previous law they could not be warehoused for this purpose if of a strength exceeding 11 o.p. The remaining sections of Part I introduce changes in the law as to licences for mechanically propelled vehicles.

### Income Tax

The income tax part of the Act has passed through the House without any concession being obtained as regards rates of income tax or surtax, which continue as for the previous year. On the other hand, the reversion by the Chancellor to the system of payment by two equal half-yearly instalments, which was in force prior to 1931, will be appreciated. All other branches of the subject were, however, obscured in debate by the controversy which raged round the proposal to subject the reserves of co-operative societies to income tax as in the case of ordinary trading companies. The Finance Act now subjects to income tax any profit or surplus arising from transactions of the society with its members which would be included in profits or gains for the purposes of income tax if these transactions were with non-members, that is, just as in the case of the profits made by a trading company in its dealings with its customers. The Act, however, secures exemption from the tax for what has come to be known as the "divi," by providing that this shall be allowed as a trade expense in certain circumstances. The Act also attempts to stop up a possible leak in the income tax vessel by providing for the recovery of surtax from a beneficiary under a discretionary trust.

### Miscellaneous Provisions

The miscellaneous provisions of the Act are of minor importance. The reduction of the stamp duty from one pound per cent. to 10s. per cent. on statements of the capital of companies and of limited partnerships, will, however, be a welcome relief. There is also a welcome reduction provided by the Act on the rates of interest chargeable on death duties and on excess profits duty in arrear. On the whole, the Chancellor seems to have emerged with credit from what sometimes seemed to be dangerous political quicksands.

## The Trade Barometer

THE Stock Exchange quotations are usually a fairly accurate summary of the condition of an industry, and a comparison of current share values with those of twelve months ago may be accepted as an indication of the state of trade. There is practically nothing of the speculative element in shares of public companies in the chemical industry; their value is based almost entirely on financial strength and commercial standing, and the movements in quoted prices reflect the progress or otherwise of their businesses. With very few exceptions the annual reports and accounts of public companies in the chemical industry, issued during the past six months and covering the trading of the previous twelve to eighteen months, have shown a distinct improvement in turnover and profits. Dividends have either been well maintained at previous rates or increased; substantial amounts have been put to reserves and full provision has been made for all possible contingencies and liabilities. This satisfactory position is recorded in all classes of firms in the industry; manufacturers, wholesale druggists and sundries houses, makers of proprietary medicines and foods, and multiple shop companies in general, report better business during 1932 and further improvement in the early months of 1933. On June 30, 1932, the aggregate quoted value of fifty-seven £1 shares (preference, ordinary, etc.) of companies representative of all branches of the industry was £67 0s. 10½d., of which twenty-nine were quoted below par. On June 30, 1933, the value of these shares had risen to £83 3s. 5d., an increase of £16 2s. 6½d. in one year, with a loss of 6s. 3d. on four shares. The twenty-nine shares quoted at less than £1 a year ago have appreciated by £7 8s. 11½d., leaving only sixteen below par. Of the remaining twenty-eight shares, which were all at a premium in June, 1932, the further increase in value on current quotations amounts to £8 13s. 7d. To take a group of fourteen shares representative of chemical manufacturing concerns the total value of the shares in June, 1932, was £15 0s. 3d. The current total value of the same group is £21 3s. Six were below par and worth only £1 14s. 9d. twelve months ago; to-day they are quoted at £2 5s. 6d. The latest reports of all these companies have been very satisfactory, showing a definite turn for the better. The total value of seventeen shares of proprietary medicine and food companies in June, 1932, was £20, with six quoted at less than par. The value of the same shares has now increased to £24 12s. 4½d., with only four below par. The latest reports of these houses show that sales during the past eighteen months have substantially improved. In the limited group of shares of multiple retail shop companies the quoted value of five £1 shares shows an appreciation of from £9 18s. 9d. to £11 9s. in the course of the past twelve months, and here again a substantial increase in business was recorded. During the year under review there has been no failure or closure recorded. Business, whether manufacturing, distributing, retail or in proprietary lines, has been definitely on the up-grade, particularly during the period September, 1932, to March, 1933. Instances of over-capitalisation are the rare exceptions to a general rule of a healthy financial position, with the issued capital fully justified by the amount of business transacted. A policy of maintaining plant and buildings at an efficient standard and making provision for extensions and improvements has been generally adopted. The many important private companies, who do not issue balance sheets to the public, have no doubt enjoyed their share of the improvement in trade and have recorded better results. Reviewing the industry as a whole, it may be said that the financial position is sound, the volume of business being transacted is certainly increasing, and the industry generally has never before been so efficient and powerful.

# Pharmacy and Poisons Bill

ON June 28 the Commons' amendments to the Pharmacy and Poisons Bill (*C. & D.*, June 24, p. 664) came up for consideration. The Earl of Lucan moved that the amendments be considered, and this was agreed to. His Lordship then said:—My Lords, none of the Commons amendments involves any question of principle. They are all Government amendments and they are principally drafting. An amendment to Clause 6 provides that the members appointed to the Statutory Committee shall include a pharmacist resident in Scotland, where the practice is different from what it is in this country. On Clause 29 there is an amendment giving the metropolitan boroughs the power to enforce the provisions of the measure. I understand that the Home Secretary has satisfied himself that they are in a position to do this work efficiently and that the London County Council have no objection. Otherwise the amendments are purely drafting and I suggest that they be taken *en bloc*. With the approval of your Lordships I move that the House doth agree with the Commons in their amendments.

Moved, That this House doth agree with the Commons in the said amendments.—(*The Earl of Lucan.*)

On Question, Motion agreed to.

# Trading Prospects with Austria

A VIENNA correspondent, writing with regard to conditions in Austria and the prospects of increasing British trade with that country, states that for chemical and pharmaceutical products a very good market exists. Germany, he points out, was formerly dominant on the Austrian market, and the stocks of pharmacies consisted largely of German goods. These stocks, however, appear to be running low, and the time is opportune, in the opinion of our correspondent, for British concerns interested in the export trade to submit offers to Austria; he suggests, moreover, that this should be done through the medium of the Vienna Chamber of Commerce, or directly to local wholesale houses. In medicines, states our correspondent, Great Britain supplies 5 per cent. of the total imports; this figure, he considers, could now be greatly increased. About one-third of the total imports of insecticides comes from this country, and here again an increase is possible. In perfumery and cosmetics, about 10 per cent. is of British origin, but the price appears to be too high for sales on a large scale. As an example of the importance of price our correspondent instances the case of a British perfumery product which was nationally advertised in Austria some few years ago. The price was five times greater than similar lines of Austrian, French and German manufacture, and the result of the campaign was, of course, disappointing. Perfumery products, to be successful in this market, must be reasonably priced and packed in medium and small sizes.

WEST CHINA.—A department of pharmacy has been established in the West China Union University, Chengtu, West China. Classes in pharmacy opened in September 1932 with an enrolment of twenty-three students. The course admits only students with senior matriculation standing and covers a full period of four years of university training, leading to the degree of bachelor of science in pharmacy.

# Reminiscences

By Thomas Maben, Ph.C.

THE retirement of Professor Greenish from the position which he has occupied with such distinction for forty years is an event which deserves more than a passing notice. Dr. Greenish and I have enjoyed for some thirty years a very pleasant friendship, which I sincerely hope will remain unbroken for a long time to come. I had always regarded him as my junior, this being probably due to the fact that I knew his father, and therefore had some sort of right to keep a paternal eye on the son; but from your notice I learn for the first time that he and I saw the light in the same year. I wonder if for that reason 1855 should be labelled an "annus pharmaceuticus mirabilis"! I have in my possession a copy of the first edition of his magnum opus, which is simply labelled "Materia Medica," and which I still cherish, alongside early editions of "Pharmacographia" and "Pharmacopedia." To produce six editions of a work of this character must have meant the expenditure on Dr. Greenish's part of an immense amount of physical as well as mental energy, and it is to his friends a great satisfaction that he is still vigorous. It is a real pleasure to me to wish for him a hale, youthful age, full of the honour and dignity that a lifetime of devotion to duty has so well earned.

The mention of Dr. Greenish's father recalls some dates when his star and mine crossed each other's orbit. The first was the coincidence that I passed the Major examination in the spring of the year 1880, when Mr. Thomas Greenish was called to the presidency of the Pharmaceutical Society. Then, six years later, Mr. Greenish presided over the British Pharmaceutical Conference in Birmingham. Though I had been a member of the Conference for several years, this was the first time I had had the pleasure of attending its annual meeting, and also the first occasion of meeting many distinguished leaders in pharmacy. Let me mention some. First of all there were the three men, H. B. Brady, the well-known naturalist, T. B. Groves, the authority on aconite and its alkaloid, and Richard Reynolds, the splendid old Leeds Quaker, to whom, with Mr. Henry Deane, the Conference, as I have always understood, owed its existence. Besides these men there were William Martindale, J. C. Thresh, Charles Symes, G. F. Schacht, John Williams and many others. To a youth "frae the North" it was a peculiar pleasure to make the acquaintance of these men, whose names stood high on the pharmaceutical roll of honour. With some of them I maintained a long friendship, particularly Mr. Martindale, who seemed to consider the fact that he and I had served our apprenticeships, one on the immediate south and the other on the immediate north of the border, formed a link that was worth maintaining.

One other incident at this Conference stands out prominently, namely, the decision to publish the B.P.C. Unofficial Formulary, and the election of a committee to carry that resolution into effect. This committee consisted of T. Greenish, T. B. Groves, Richard Reynolds, N. H. Martin, W. Martindale, A. C. Abraham, Dr. Symes, J. C. Thresh, W. A. H. Naylor, and T. Maben, who were empowered to add to their number, the sum of £25 being voted for their expenses. I remember to this day the pleasure I experienced when Mr. Reynolds, who proposed the motion, approached me with the request that I should join the committee. This, of course, I was delighted to do, seeing it gave me a certain cachet (being the only Scot on the committee), and also the opportunity of collaborating with a very able set of workers. With the exception of Mr. Abraham, Mr. Naylor and myself all of these have passed over, but their memory still remains green and fragrant.

The Formulary was duly issued. It was a very modest production, being simply a small pamphlet in paper covers. Not long after its publication, a feeling appears to have arisen in the Council of the Society that the Conference had rather trespassed on the Society's preserves, and in due course this feeling ripened into a resolution to publish a volume on similar lines on the Council's behalf. As it would have been out of the question to issue a second "Formulary," the name "Compendium" was proposed for the new book. After discussion and negotiation, the Council offered to purchase any rights the Conference might claim in regard to the Formulary, the sum of £70 being provisionally agreed on as an appropriate figure. At the Sheffield meeting of the Conference in 1904 the question was discussed at considerable length and with a certain amount of acrimony, the motion to accept the Council's terms being carried by a majority of 41 to 19. Thus ended the Conference's connection with the Formulary, but there can be no doubt that the publication of the new Formulary, a substantial volume, has been of enormous service to pharmacy.

The main interest, however, of the Birmingham meeting centred in the address of the president, Mr. Thomas Greenish, which may without exaggeration be said to have been historic. Mr. Greenish's main subject was the organisation of the demand and supply of pharmaceutical education, and for this purpose he proposed that in fifteen districts, twelve in England and Wales and three in Scotland, local committees should be appointed by the Society, whose business it would be to establish one or more educational centres for their respective districts, utilising as far as possible existing University or College teaching. So far as I know this was the first definite suggestion to get pharmaceutical subjects introduced into the University curriculum, and undoubtedly it was the forerunner of the various schemes that were later promulgated, which ultimately became crystallised into degrees in pharmacy, being instituted in many Universities, and in the School of Pharmacy at Bloomsbury Square becoming affiliated with London University. In 1886 there were scattered throughout the country, and in London, large numbers of private schools. Comparatively few of these now remain, but such as are still in existence have maintained themselves in being by observing in every detail the requirements of a high-class laboratory, not less completely than those found in universities and technical colleges. So long as these high-class private schools are kept to this standard, there can be no possible objection to such schools being "recognised" as suitable for the training of pharmacists. The result of this higher training will naturally lead, in course of time, to a better appreciation by the public of the merits of pharmacists as a class. In any case, it is to Mr. Thomas Greenish's foresight and practical wisdom that the rise in the status of pharmacists is largely due.

The mention of Mr. Reynolds's name in these reminiscences recalls his talented son Fred Reynolds, whose lamented death from heart failure due to an accidental injury was such a grievous loss to art and pharmacy. Fred Reynolds's caricatures were for years a familiar feature in the *C. & D.*

MEMBERS OF THE WEST HAM AND EASTERN DISTRICT ASSOCIATION OF PHARMACISTS AT THE WORKS OF THE BRITISH DIAMALT CO., SAWBRIDGEWORTH, ON JUNE 8.

# Centenary of Stafford Allen & Sons, Ltd.

THE hundredth anniversary of Stafford Allen & Sons, Ltd., is an event of unusual interest. In looking through the names of the manufacturing and wholesale houses mentioned in the "London Pharmaceutical Industry" section of our Special Issue of June 24, we notice that rather more than a third have been established for a century or longer. Of a select few of these it can be said that each one is more than a wholesale house—it is an institution; and in this small group Messrs. Stafford Allen & Sons assuredly have a place. As we view the matter, the particular contribution they have made to the interests of pharmacy and the drug trade during the past hundred years is the setting up and maintenance of the highest standard of quality, especially at a time when standards of quality were little regarded in the trade.

The late Professor Redwood discussed the question of purity in drugs, especially powdered drugs, at some length in a paper presented at a meeting of the Pharmaceutical Society in 1848, illustrating his comments by figures supplied by George Allen, younger brother and partner of Stafford Allen, the founder of the firm. It appeared that the loss per cwt. in grinding drugs could amount, in some cases (e.g., gentian, myrrh, valerian) to as much as 16 lb.; in opium the deficiency had even been 18 lb. per cwt. Redwood, it is true, recorded "a great and progressive improvement" in the matter of sophistication; but it is easy to realise that in the bad old days, when no Food and Drugs Acts troubled elastic consciences, powdered drugs were not always of full strength, losses in drying and grinding being made up with unknown additions. To go back a little further than Redwood, William Allen of Allen & Hanbury, who was Stafford Allen's uncle, was well aware of this state of things; as a matter of fact, it was on his instigation that Stafford Allen, originally a miller at Amersham, came to London to show that powdered drugs could be put on the market without loss of integrity. William Allen's active participation in the venture was out of the question: he was by this time an elderly man with many interests, and his nephew had to look elsewhere for a partnership which would bring him technical skill. He had a friend at Ampthill, Charles May, who grew herbs for sale, and after negotiation May accepted a partnership in the drug mills opened in North Street (now Cowper Street), Finsbury, E.C.

### Continuity of Management

The history of Stafford Allen & Sons, Ltd., was given in outline in our Special Issue of June 24 (p. 667), and need not be recapitulated here; but it is of interest to notice the continuity in family control that has been an important factor in the development of the firm. Taking the principal names in chronological order, we have:—

| | |
|---|---|
| Stafford Allen | 1833-1887 |
| George Allen | 1843-1857 |
| Edward Ransome Allen | 1861-1916 |
| William Clarkson Allen | 1863-1908 |
| Edward Watlock Allen | 1887-1932 |
| Malcolm Watlock Allen | 1890-1903 |
| George Stafford Allen | 1890- |
| Kenneth Clarkson Allen | 1896- |
| John Watlock Allen | 1911- |
| Francis Allen | 1917-1926 |

And Mr. R. K. Allen and Mr. R. P. Merritt have recently entered the works. (The dates given are those of active association with the business.) In 1915 Mr. T. E. Goodyear joined the Board and became chairman the following year. Mr. W. F. Merritt entered the directorate in 1921 and has been a managing director for some years.

The organisation of Stafford Allen & Sons, Ltd., is grouped in three sets of premises, in London, Long Melford and Ardleigh Green respectively. The Cowper Street block remains the headquarters and comprises offices, mills and distilling sections. Essential oils are now distilled at Long Melford; but before that property was acquired all the firm's operations were carried on at Cowper Street, where additions were made in 1854 and 1898. When sandalwood oil was first distilled by Messrs. Stafford Allen, an authentic specimen of the oil was not so easy to obtain as it is in these days of specialised analysis. The firm were the first in this country to distil the oil on a large scale, and it is primarily to them that the great prestige of the English oil is due. This oil was introduced into medical practice in 1865, but did not become official till twenty years later: its chief use is, of course, in perfumery. As to fixed oils, the firm's English almond oil has long been pre-eminent in this field. The milling of drugs and spices for the wholesale trade has always constituted an important part of the operations carried on at Cowper Street: the firm's records show that from a very early date their customers included most of the principal London and provincial drug houses. Chemicals, too, are ground there in quantities that make one wonder where they are used. Peppers and spices have a section of the works to themselves. This department, as we have indicated, was rebuilt after a fire in 1911. Any one of the hundreds of grades of pepper turned out can be readily matched by reference to the classified records and samples. The analytical laboratories, which are in charge of Mr. E. Theodore Brewis, F.I.C., are equipped with every facility for the countless estimations that go on throughout the year.

### Distilling on the Farm

At Long Melford the advantages of scientific control of drugs are conspicuously manifested. Sandalwood and other non-indigenous drugs arrive in the private goods sidings of Messrs. Stafford Allen, whence they are transferred to one of the ferro-concrete storage warehouses. With drugs grown on the farm, control extends back to the planting, maturing and harvesting, rotation of crops being a factor. Care is taken, naturally, to ensure that the various strains remain true to type—a matter that cannot be equally secure in the case of imported drugs. Reaping having been decided on, the extensive drying chambers are made ready to receive the selected quantity of fresh drug immediately on its arrival; or the appropriate stills are waiting to commence the distillation of the plant's essential oil. All the stills have been constructed for their special purposes; and this principle has been extended to the planning of the factory throughout. Two high-speed vertical engines generate most of the power required, a turbine in the river which intersects the farm being a useful auxiliary; and the electrical equipment is so designed that waste is virtually eliminated. Tinctures, liquid extracts and scale preparations are made in various departments, connection with London and Ardleigh Green being maintained by the company's motor lorries. The analytical laboratories at Long Melford, under the direction of Mr. Harold Deane, B.Sc., F.I.C., Ph.C., are constantly engaged in such tests as the determination of alkaloids in crude drugs and in galenicals, together with the checking of the finished products prior to dispatch. One section is devoted to pyrethrum and the insect-killer of which it forms an important constituent. In the sample room adjoining the laboratories, a specimen of each product made is kept for a definite period.

Of late years the demand for consignment in small containers has become so general that Stafford Allen & Sons, Ltd., have felt the need of additional space for the extra packing, storing and handling involved. Accordingly, some few years since, a site was purchased at Ardleigh Green, Essex, which has proved to be ideal for its purpose. Two railways and the arterial road from London to Southend-on-Sea meet all requirements in the matter of transport. The buildings are in parallel formation, a gangway dividing the premises. All stock, on receipt, undergoes such further testing as is considered necessary, thus ensuring a final check before issuing. The system of reference numbers enables the history of each product to be traced back to the raw material or materials from which it originated. Large

consignments of liquids are unloaded by the use of compressed air. With poisons special precautions are taken. At Ardleigh are put up, in addition to drugs and galenicals, the perfumes and flavouring essences in which the company specialise. Printing, in many languages, is done on the premises ; and automatic machinery saves time in such work as bottle-washing, filling and labelling. The lengthy list of medals and other awards gained by Messrs. Stafford Allen & Sons at numerous international exhibitions is an index of a reputation which has been steadily growing since 1833, and has every prospect of continuing to grow.

## Centenary Dinner

A VERY successful event took place at the Corner House, Coventry Street, London, W.1, on June 23, when the directors of Stafford Allen & Sons, Ltd., entertained the staff and friends to a dinner to celebrate the centenary of the firm. Mr. T. E. Goodyear (chairman) presided over the gathering of over 300. He was supported at the top table by the directors and their wives, and the guests, including Sir George M. Gillett, M.P. for Finsbury; Mr. H. N. Linstead (secretary of the Pharmaceutical Society) ; Mr. Arthur Mortimer (secretary of the Wholesale Drug Trade Association); and Mr. A. C. Merrin (Editor of the "Perfumery and Essential Oil Record"). Mr. G. P. Forrester (Editor of THE CHEMIST AND DRUGGIST) was unavoidably prevented from attending owing to the fact that he was not in England. An excellent dinner was followed by the loyal toast and speeches by the chairman and others. The chairman, who welcomed the guests, referred to the two distinct features which had guided the policy of the company, the tradition of integrity and enterprise. He emphasised the need for sound finance, up-to-date equipment and a loyal and efficient staff. He stressed the fact that the reputation of the company rested on the reliable quality of their products, whilst enterprise was shown by their world-wide connections. He was convinced that the traditions of the company would continue to be upheld during the second century, and that a prosperous future could be looked forward to with confidence. He then called upon the three grandsons of the founder. Mr. E. Watlock Allen said he started at Cowper Street forty-seven years ago. He mentioned that he found two men who had been with the company fifty and forty-five years respectively. He referred to the long list of those who had served over twenty-five years. He referred also to the importance of quality in medicinal products. Mr. G. Stafford Allen spoke of the changes which had taken place during the past 100 years, due to the advance of science in every direction. He emphasised the necessity for the business to keep abreast with modern knowledge. He recalled some of his early experiences at Cowper Street, and drew on his recollections of the older generation. Mr. K. C. Allen referred to the quality of the products and to the loyalty of the staff. The staff seemed to be just as eager as the directors to turn out first-class goods. He mentioned by name one or two of the older employees who had rendered sterling service. The chairman then called on Sir George M. Gillett, who said he was interested to see that the founder, like himself, came from Quaker stock. He commented upon the reference which had been made to the friendly feeling existing between the directors and the staff, and to the kindly spirit of the social gathering that evening. Mr. H. Deane (chief chemist, Long Melford) expressed thanks for the evening's entertainment on behalf of the staff. Mr. J. Hobbs associated himself with the remarks of Mr. Deane, and Mr. Frank Armstrong concluded this part of the programme by thanking the directors in the name of the Cowper Street and Ardleigh Green branches. At the conclusion of the addresses the company proceeded to the Palladium, where seats had been reserved, and so ended a very enjoyable evening.

THE COMPANY AT THE CENTENARY DINNER OF STAFFORD ALLEN & SONS, LTD.

## A Souvenir Booklet

"A CENTURY OF SERVICE" is the appropriate title of an interesting booklet, issued by Stafford Allen & Sons, Ltd., to commemorate the hundredth anniversary of the founding of the business. The booklet is printed on art paper throughout and is beautifully illustrated, the frontispiece, in colour, being particularly attractive. The type face chosen is a clear one and makes for easy reading. The text, as may be expected from a House rich in historical associations, is of fascinating interest. Nor has the modern aspect been neglected ; we notice, for example, paragraphs on "Modern Methods of Manufacture," "Scientific Cultivation," "The Future of Pharmacy," "Solvent Extraction" and many others which, together, cover the entire field of manufacturing pharmacy. The booklet concludes with a list of the past and present employees with twenty-five years' service and over, a happy thought on the part of the compilers.

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AN AUTOBIOGRAPHY.—The "Life and Experiences of a Bengali Chemist," by Sir P. C. Rây, has been published by Chuckervetty, Chatterjee & Co., Ltd., College Square, Calcutta (and in London by Kegan Paul, Trench, Trübner & Co., Ltd.), at 7s. 6d. Members of the drug and chemical trades will find the parts of the book specially interesting that deal with the founding of the Bengal Chemical and Pharmaceutical Works, now expanded to a very important enterprise among Indian manufacturing houses. There is, however, much more in the book than this. The distinguished author is interested in science, in education and (as his extensive quotations show) in literature. He is well known in Great Britain, being a D.Sc. of Edinburgh University and the author of several chemical monographs, particulars of some of which appeared in THE CHEMIST AND DRUGGIST between the years 1904 and 1912.

# Trade Report

**Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values**

### 28 Essex Street, W.C.2, June 29

BUSINESS has been fairly satisfactory during the past week, but the volume of sales would be very much greater if it was not for the risk of losses on exchange fluctuations, chiefly in the dollar, and for Continental exchange restrictions, which, of late, appear to be much more stringently applied, thus preventing purchases of many products on this market. The general tone is steady, with prices either maintained or gradually firming up. In pharmaceutical chemicals business is about normal and prices are mostly unchanged. Makers of citrates notify a reduction in their scales of prices. Citric acid is dearer as quoted by home makers. Methylated spirits will be unchanged for the second half of the year. Despite the difficulties of exchanges and restrictions there has been a fair volume of business moving in crude drugs and, in the aggregate, values are fully maintained, with most forward positions rather dearer. Agar is dearer and firm forward. Belladonna root is scarce and dearer. Gentian is at higher rates for shipment, with spot supplies cleared. Ipecacuanha tends to recover and is steadier. Menthol for shipment is steadier. Tragacanth continues firm at recent advances. Bees' wax is very scarce here and prices are certain to advance to still higher prices. Recent rumours regarding the Italo-Spanish mercury combine are authoritatively denied. Essential oils have been in fair demand and there is a general tendency for values, particularly forward, to harden. Anise (star) is firmer for shipment. Cananga is unsteady. Caraway is dearer. Madagascar clove is much dearer, firm, and supplies are short. Lemongrass is not such a strong market. West Indian lime is firm at high prices. American peppermint is moving up with the dollar weakness; shipment offers are very limited. Japanese peppermint is steadier forward. East Indian sandalwood is cheaper. Pettigrain and wormseed are lower. Most of the products in the fixed oils group have met with a fair business, and in some instances, notably linseed and palm oils, prices are dearer. American turpentine remains dull and shows a further loss. Business in coal-tar products is rather slow, but quoted values are steady.

### Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

| Centre | Quoted | Par | June 29 | Value of the £ |
|---|---|---|---|---|
| Amsterdam ... | Fl. to £ | 12·107 | 8·45 | 13/11¾ |
| Berlin ... ... | Mks. to £ | 20·43 | 14·30½ | 14/– |
| Brussels ... | Belgas to £ | 35 | 24·24 | 13/10¼ |
| Copenhagen ... | Kr. to £ | 18·159 | 22·42½ | 24/8½ |
| Lisbon ... ... | Esc. to £ | 110 | 110 | 20/– |
| Madrid... ... | Ptas. to £ | 25·22½ | 40½ | 32/1½ |
| Milan ... ... | Lire to £ | 92·46 | 64⅝ | 13/11 |
| Montreal ... | Dol. to £ | 4·86⅔ | 4·76 | 19/6½ |
| New York ... | Dol. to £ | nominal | 4·39⅞ | 18/0¾ |
| Oslo ... ... | Kr. to £ | 18·159 | 19·90 | 21/11 |
| Paris ... ... | Fr. to £ | 124·21 | 86 7/32 | 13/10½ |
| Prague... ... | Kr. to £ | 164·25 | 114 | 13/10¾ |
| Stockholm ... | Kr. to £ | 18·159 | 19·43 | 21/4¾ |
| Warsaw ... | Zloty to £ | 43·38 | 30½ | 14/1 |
| Zurich ... ... | Fr. to £ | 25·2215 | 17⅝ | 13/11 |

Bank rate 2 per cent.

### Pharmaceutical Chemicals, etc.

CONDITIONS in this market are generally steady and business is moving on limited lines. Citrates have been reduced. Citric and tartaric acids are fairly good markets, with the former quoted dearer by home makers.

ACETANILID continues steady on a quiet market: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb., as to quantity.

AMIDOL.—Prices are unchanged, business moderate: 56 lb., 7s.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7-lb. tins, and higher prices for small quantities.

AMMONIUM ICHTHOSULPHONATE.—Market is quoted unchanged, business slow: one cwt., 1s. 6½d. in 14-lb. tins; 1s. 8d. in 1-lb. tins; 1s. 10d. in 8-oz. tins, and 2s. per lb. in 4-oz. tins.

ASPIRIN.—A steady business continues in this product with makers' and dealers' prices maintained: home trade, ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d.; 28 lb., 2s. 11d.; 14 lb., 3s.; 7 lb., 3s. 2d. per lb. Export to Colonies and British Possessions, ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d. per lb., f.o.b.; less than one cwt., 2s. 11d. per lb., ex works.

BARBITONE.—A limited spot business is being done with prices about unchanged: spot, one cwt., 13s.; 56 lb., 13s. 3d.; 14 lb., 13s. 7½d.; small parcels, up to 14s. per lb.

BENZOIC ACID (B.P.).—The demand is fair with values holding steady: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 2d. per lb., ex store, as to quantity.

BISMUTH SALTS.—Makers' scales of prices for these salts continue at former figures.

BROMIDES.—A little more inquiry is reported with quoted prices unchanged: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; 28 lb., 2s. 1d.; smaller quantities, 2s. 5d. per lb.; potassium B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d. per lb.; sodium B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb. net, without engagement. Special prices for larger quantities.

CALCIUM LACTATE.—Business is fair on a keen market: spot, one cwt., 1s. 0¾d.; 56 lb., 1s. 1½d.; 28 lb., 1s. 2½d.; smaller quantities, up to 1s. 6d. per lb.

CHLORAL HYDRATE.—Makers' prices for home trade rule the market: duty paid crystals, in 14-lb. free containers, five cwt., 3s. 4d.; one cwt., 3s. 5d.; 56 lb., 3s. 6d.; 28 lb., 3s. 7d.; 14 lb., 3s. 8d. per lb.; 28-lb. jars one penny per lb. extra.

CITRATES.—Makers notify a reduction in their scales of prices as follows:—

| | Under 4 lbs. | 4 lbs. and under 7 lbs. | 7 lbs. and under 14 lbs. | 14 lbs. and under 28 lbs. | Not less than 28 lbs. |
|---|---|---|---|---|---|
| | lb. s. d. | lb. s. d. | lb. s. d. | lb. s. d. | lb. s. d. |
| Iron ammonium citrate scales ... ... ... | 2 4 | 2 2 | 2 0 | 1 11 | 1 9 |
| Potassium citrate ... | 2 2 | 2 0 | 1 10 | 1 9 | 1 7 |
| Sodium citrate B.P.C. 1911 | 1 11 | 1 9 | 1 7 | 1 6 | 1 4 |
| Sodium citrate B.P. 1932 | 2 3 | 2 1 | 1 11 | 1 10 | 1 8 |

28 lb., 2d. per lb. less. Prices for larger quantities on application.

CITRIC ACID (B.P. CRYSTALS).—Makers' quoted price for home trade is advanced to 9½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are offering imported material at level figures with acid made from citrus fruit at a small premium. Business continues on a seasonal scale.

CREAM OF TARTAR.—This market is steady and business is fair. Makers quote 99 to 100 per cent. material at 80s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers are quoting at about the same price.

HEXAMINE.—The lower prices quoted last week continue to operate, with a good business moving: ten cwt., 1s. 9d.; five cwt., 1s. 9½d.; two cwt., 1s. 10d.; one cwt., 1s. 10½d.; 56 lb., 1s. 11d.; 28 lb., 1s. 11½d.; 14 lb., 2s.; 7 lb., 2s. 0½d. per lb. British rough powder is quoted from 1s. 5d. to 1s. 6½d. per lb., as to quantity. Foreign material to come forward is not competitive.

HYDROQUINONE.—A steady business in limited quantities continues with the market about unchanged: ten cwt., 5s. 7½d.; five cwt., 5s. 8½d.; two cwt., 5s. 9d.; one cwt., 5s. 9½d.; 56 lb., 5s. 10½d.; 28 lb., 6s.; 14 lb., 6s. 2d.; 7 lb., 6s. 6d. per lb., carriage paid.

IODIDES.—Makers' scales of prices for these salts continue at former figures.

LACTIC ACID (B.P.).—A moderate business on a competitive market: quantities in carboys, 1s. 4½d. to 1s. 5d.; in winchesters and bottles, 1s. 7d. to 1s. 10d. per lb., as to quantity.

METHYLATED SPIRITS.—Makers notify that prices now in operation will remain unaltered up to December 31 next.

METHYL SALICYLATE (B.P.).—Makers' and dealers' quoted prices unchanged, business is still slow: one ton and over, 1s. 4½d.; ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 6½d.; small quantities, in bottles, up to 2s. per lb.

METHYL SULPHONAL.—There is not much doing except a small spot business; quoted prices are fairly steady: two cwt., 19s. 9d.; one cwt., 20s. 6d.; 56 lb., 21s. 3d.; small parcels, 22s. per lb.

METOL.—Business is mostly in small quantities, market steady: 56 lb., 9s. 3d.; 28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 9d. per lb, in 7-lb. tins, bottles extra. Wholesale distributors' prices for smaller quantities would be at higher rates.

MILK SUGAR.—Continental material is offering at keen prices: one ton, 52s.; ten cwt., 53s.; two cwt., 54s. per cwt., in two-cwt. cases.

PHENACETIN.—A moderate business is being done and there is still some evidence of price cutting: crystals or powder, ten cwt., 4s. 1½d.; five cwt., 4s. 3d.; two cwt., 4s. 4½d.; 56 lb., 4s. 6d.; less than 56 lb., 4s. 9d. per lb., carriage paid on minimum cwt. lots. No falling clause on contracts over twelve months.

PHENAZONE.—The market tends to be a little steadier, business limited: crystals, ten cwt., 9s. 10d.; five cwt., 10s.; two cwt., 10s. 4d.; and less 11s. per lb., with powder 2¼d. per lb. extra.

PHENOLPHTHALEIN.—A fair inquiry continues with makers' prices steady: two cwt., 4s. 7d.; one cwt., 4s. 8d.; 28 lb., 4s. 11d.; 14 lb., 5s. 2d.; 7 lb., 5s. 5d.; smaller parcels, up to 5s. 8d. per lb.

QUININE SALTS.—Convention prices for these articles are unchanged, as follows: : sulphate, 1s. 10d.; bisulphate, 1s. 10d.; ethyl carbonate, 2s. 4¾d.; salicylate, 2s. 5½d.; phosphate, 2s. 10d.; hydrochloride, 2s. 3¾d.; bihydrochloride, 2s. 6½d.; hydrobromide, 2s. 3¾d.; bihydrobromide, 2s. 6½d. per oz., carriage paid on bulk quantities.

SACCHARIN.—The Convention price is steady for home trade: 550—1 lb., 37s. 6d. per lb., duty paid, with rebates for quantities

SALICYLIC ACID (B.P.).—Makers' prices are maintained; business slow: one ton, 1s. 7d.; ten cwt., 1s. 7½d.; five cwt., 1s. 8d.; one cwt., 1s. 8½d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10d.; 7 lb., 2s. per lb.

SALOL.—The scale of prices given is being discounted in some quarters, business slow: spot, crystals, two cwt., 5s. 9d.; one cwt., 5s. 11d.; 56 lb., 6s.; smaller parcels, up to 6s. 2d. per lb.; powder 2d. per lb. extra.

SANTONIN.—Convention prices for this market are still unchanged at the former dollar scale.

SODIUM BENZOATE (B.P.).—A very fair business is reported, market steady: B.P., 1932 quality, one cwt., 1s. 7d.; smaller parcels, up to 1s. 10d. per lb., as to quantity.

SODIUM DIETHYLBARBITURATE.—A moderate demand is reported, prices maintained: spot, one cwt., 13s. 9d.; 56 lb., 14s.; 28 lb., 14s. 3d.; 14 lb., 14s. 6d.; 7 lb., 14s. 9d.; smaller parcels, up to 15s. per lb.

SODIUM SALICYLATE (B.P.).—Makers' prices are steady, but business is slow: home trade, powder, two tons, 2s.; one ton, 2s. 0½d.; ten cwt., 2s. 1d.; five cwt., 2s. 2d.; one cwt., 2s. 3d.; 28 lb., 2s. 4d.; 14 lb., 2s. 6d.; 7 lb., 2s. 7d.; 1 lb., 2s. 8d. per lb., with crystals one penny per lb. extra.

SULPHONAL.—Rather irregular on spot and slightly dearer forward; business slow: crystals, two cwt., 15s. 10d.; one cwt., 16s. 6d.; 56 lb., 16s. 10d.; smaller parcels, up to 18s. per lb., with powder 2d. per lb. extra.

TARTARIC ACID (B.P. CRYSTALS).—Makers' quoted prices for home trade is unchanged at 11¾d. per lb., less 5 per cent. discount, nominal and without engagement. Business continues on a very fair scale. Dealers are quoting at about competitive prices.

THYMOL.—The market is a little steadier, but business is small: synthetic, fine white, one cwt., 5s. 3d.; 56 lb., 5s. 4½d.; 28 lb., 5s. 6d.; 14 lb., 5s. 9d. per lb.; ex ajowan seed, one cwt., 7s. 3d.; 56 lb., 7s. 4½d.; 28 lb., 7s. 6d.; 14 lb., 7s. 9d. per lb.

VANILLIN.—There is a steady business moving and quoted rates are holding up fairly well: 100 per cent., one ton, 14s. 3d.; ten cwt., 14s. 6d.; five cwt., 14s. 9d.; three cwt., 15s.; one cwt., 15s. 3d.; 56 lb., 15s. 6d.; 28 lb., 15s. 9d.; 14 lb., 16s.; less, up to 16s. 3d. per lb.

## Crude Drugs, etc.

ACONITE ROOT.—Japanese is offering at about 55s. and Napellus at close up to 65s. per cwt.

AGAR.—A fair inquiry with spot steady and shipment firm as quoted: spot, Kobe No. 1, 2s.; No. 2, 1s. 10½d.; Yokohama No. 1, 1s. 10½d. per lb.; shipment, Kobe No. 1, 1s. 10d.; No. 2, 1s. 8d.; Yokohama No. 1, 1s. 8d. per lb., c.i.f.

ANTIMONY.—Market is quoted dearer, business quiet. Chinese crude, spot, nominal; shipment, £19 10s., c.i.f. Chinese oxide, spot, £28; shipment, £25, c.i.f.

ARNICA FLOWERS.—Some spot supplies of Montana flowers are quoted at about 8½d. per lb.

BALSAMS.—Not much doing during the past week, quoted unchanged. *Tolu*, 3s. 4d.; Canada, 3s. per lb.

BELLADONNA.—Any good test root available on spot would be well worth 66s. per cwt., with inferior quality at cheaper prices. Leaves are quoted at about 65s. per cwt.

BUCHU.—Business has been mostly limited to orders of a bale or two, market fairly steady. Good green rounds, 1s. to 1s. 1d.; fair to ordinary, about 11d.; yellowish, 9¼d. to 9½d. per lb. Ovals, 8d. to 8½d. per lb., as to colour. Exports from South Africa for the three months ended March 31, 1933, totalled 52,416 lb., valued at waarde 1,489, compared with 45,122 lb. (waarde 876) during the same period of 1932.

BURDOCK ROOT.—Dealers are offering spot root at about 45s. per cwt.

CAMPHOR.—The market has remained dull and quoted unchanged: spot, slabs, 2s. 2d.; flowers, 2s. 3d.; tablets, 2s. 7d. per lb.; shipment, slabs, 1s. 9½d.; flowers, 1s. 10¼d.; tablets, 2s. 1½d. per lb., c.i.f. English refined is quoted unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz., and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ⅓ oz. and ¼ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CANTHARIDES.—Chinese, for shipment, are quoted at 4s. 6d. per lb., c.i.f. Russian are available on spot at 7s. 6d. per lb., duty paid.

CASCARA SAGRADA.—New crop peel is meeting with fair inquiry with shipment in minimum car-load lots at 38s. 6d. per cwt., c.i.f. On spot there is very little 1932 peel with the price about 64s. 6d.; 1931 peel is mentioned at about 69s. per cwt.

CLOVES.—Business has been rather quiet; values about unchanged on the week. Zanzibar, spot, 6d.; shipment, August-October, 5 7/16d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended June 17 were *nil* and the deliveries 5, leaving a stock of 1,497. From January 1 to date, landings of Zanzibar have been 1,933 and the deliveries 1,906. Landings of Madagascar for the week ended June 17 were *nil*, and the deliveries *nil*, leaving a stock of 1,067. Landings of Madagascar this year to date have been *nil* and the deliveries 89.

COCOA BUTTER.—Prime English is quoted steadily from 9d. to 10¼d. per lb., as to quantity.

COCONUT (DESICCATED).—The market is steady, but business is limited. Spot, fine, 21s. 6d.; medium, 20s. 6d.; shipment, halves, July-August, 19s. per cwt., c.i.f.

COD-LIVER OIL.—The Norwegian shipment market continues firm with exporters holding for full prices. Finest Lofoten steam refined non-freezing medicinal oil, 112s. per barrel, c.i.f. Spot, about 127s. 6d. per barrel, ex store, duty paid. Some brands may be slightly cheaper. Bergen reports that fishing is now practically concluded for the season.

DAMIANA LEAVES.—Dealers are quoting spot goods at about 1s. 1d. per lb.

ERGOT.—Spot business has been modest. Spanish, 1s. 7d.; Russian, about 1s. per lb., duty paid. Spanish, for shipment, is offering at 1s. 4½d. per lb., c.i.f.

GELATIN.—The market is steadier and business has been moving on a fair scale: spot, gold leaf, 1s. 8d.; silver leaf, 1s. 6d.; bronze leaf, 1s. 4½d.; thin leaf, 1s. 8d. per lb., in cwt. lots.

GENTIAN.—Spot is nominal with practically nothing available. The shipment figure is now at 52s. 6d. per cwt., c.i.f.

GINGER.—Although rather dull the market is quite steady. West African, spot, 19s.; for arrival, 17s. 6d. per cwt., c.i.f.

GUM ACACIA.—The market is not quite so good this week with values a point easier: spot, Kordofan cleaned sorts, 37s. 9d.; natural, 36s. 9d.; bleached, 70s. to 72s. 6d. per cwt.; shipment, Kordofan cleaned sorts, 32s.; natural, 31s. per cwt., c.i.f.

HENNA LEAVES.—There is a slow sale with prices ranging from 25s. to 35s. per cwt., as to quality.

HONEY.—Rather more inquiry is reported this week with the spot market fully steady and stocks, for the time of year, comparatively limited. Jamaican is quoted from 30s. to 48s. per cwt., as to quality. Californian white, 50s. per cwt.

HYDRASTIS.—The market is steady, business fair. Spot, 4s. 2d. to 4s. 3d.; shipment, 3s. 8d. per lb., c.i.f.

IPECACUANHA.—There is a better tone in Matto Grosso with more inquiry ; spot is steadier from 4s. 10d. to 5s. per lb., as to quantity.

MENTHOL.—The spot market is dull and is mentioned in the region of 13s. 9d. to 14s. per lb. for K/S brands, and slightly less for bulk lots. The shipment market tends to be steadier with June-July at 12s. 3d. and July-August at 12s. 1½d. per lb., c.i.f.

MERCURY.—We are authorised to state that the statement published in some journals regarding a possible dissolution of the Italo-Spanish mercury combine at the end of September, 1934, is emphatically denied.

OPIUM.—The official control prices are still awaited. Meantime the market is nominally unchanged and generally neglected. Exports continue to be prohibited.

PEPPER.—At the lower values now quoted the market is fully steady, and there is more business moving. Lampong, spot, 5¾d.; shipment, May-July, 4½d.; August-October, 4½d., c.i.f. Tellicherry, spot, 6d.; Aleppy, spot, 5¾d. White Muntok, spot, 7⅞d.; shipment, May-July, 6⅞d.; August-October, 6 15/16d. per lb., c.i.f.

PIMENTO.—Business is only moderate, market steady. Spot, 3d. per lb.; shipment, July, 24s. 3d.; August, 24s. 6d. per cwt., c.i.f.

QUASSIA CHIPS.—Dealers are offering spot supplies at about 22s. 6d. per cwt.

QUILLAIA BARK.—Some spot supplies of crushed are now quoted at 32s. 6d. per cwt.

RHUBARB.—There is a firmer tendency in this market, and it is reported that deliveries from warehouses have been increasing of late.

RUBBER.—After some weakness early on the market has fully recovered, but at the close was quieter and at slightly lower prices. Standard ribbed smoked sheet, spot and July, 3 13/32d.; August, 3 7/16d.; September, 3 15/32d.; October-December, 3 17/32d.; January-March, 1933, 3⅜d.; April-June, 3 23/32d. per lb.

SAFFRON.—Some small business is being done, market steady: spot, prime B.P., 57s. 9d.; extra B.P., 54s.; super B.P., 51s. per lb., and slightly less for bulk quantities.

SARSAPARILLA.—Rather slow but prices are about maintained: spot, native mixed colours. 1s. 1d. to 1s. 2d.; grey Jamaican, 1s. 9d. to 1s. 10d. per lb., as to quantity.

SEEDS.—ANISE.—Spot, Spanish, 52s. 6d.; Bulgarian, 40s. CANARY.—Market firm ; Mazagan, spot, 15s.; and old and/or new crop, 12s. 6d., c.i.f. Tangier in second hands, 12s. 6d. offering. Kenitra quoted at 12s. LINSEED.—Mazagan, 15s., and Morocco, 14s. 3d., spot. CORIANDER.—1929 crop of no interest at 15s. 3d. spot. Wormy selling in small lots at 13s. to 14s.; new crop, 12s. 6d. c.i.f., July August shipment. CUMIN.—No Malta spot ; 37s., c.i.f., quoted for prompt shipment. Morocco firm at 35s. 6d., spot; for shipment, 33s. 6d. c.i.f. paid. FENUGREEK.—Tunisian, 15s. 6d.; Morocco, 13s. 6d. spot. CARAWAY.—Dutch are still firm on spot, 52s. 6d., reported paid. MUSTARD.—English is dearer, 24s. to 34s. 6d., according to quality.

SENEGA.—The shipment market is keeping up to about 1s. 9d. per lb., c.i.f.; spot is quoted at about 1s. 10d. to 1s. 11d. per lb., as to quantity.

SHELLAC.—The market shows a sharp recovery, and closes firm with business much better. Spot, standard TN orange, 66s.; fine orange, 70s. to 117s. 6d.; pure button, 72s. 6d. per cwt. For delivery, TN, August, 62s. 6d.; October, 64s.; December, 65s. 6d. For arrival, TN, June-July, 55s.; October, 58s. per cwt., c.i.f.

SQUILL.—The price for good white new crop to arrive is mentioned at about 22s. 6d. per cwt., c.i.f.

STRAMONIUM LEAVES.—Dealers are offering spot from 40s. to 47s. 6d. per cwt., as to quality.

TRAGACANTH.—The market for all grades continues firm at fully former prices. The volume of business has not been quite so good, due to the difficulty of exchange fluctuations on the dollar, which is handicapping business with America, and Continental exchange restrictions are delaying the placing of business in this market. Medium and fine grades are moving well.

VALERIAN ROOT.—The market is unchanged with spot supplies at 60s. per cwt.

WAX (VARIOUS).—CARNAUBA.—The market for greys is slightly easier, while yellows are fully steady ; fatty grey and chalky grey, 70s. in bond and 65s. c.i.f. PRIMEIRA, 150s. in bond and 145s., c.i.f. MEDIANA, 140s. in bond and 135s. c.i.f. BEES'.—Supplies are now very scarce and it seems that prices are certain to advance, markets very firm. BENGUELA, 97s. 6d.; ABYSSINIAN, 97s. 6d.; CALCUTTA, 120s. per cwt., ex store, duty paid.

## Essential Oils, etc.

A NUMBER of alterations in values are recorded this week. Anise (star) is dearer forward. Cananga is easier. Caraway is dearer and firm. Madagascar clove is much dearer and very firm. Lemongrass is not quite so firm. West Indian lime is scarce and dear. Mandarin is steadier. American peppermint is moving up on exchange with shipment offerings limited. Sandalwood is cheaper. Petitgrain and wormseed are easier. Business has been fair.

ALMOND.—A fair business, market steady. English sweet, in cwt. lots, 2s. 5d.; smaller parcels, up to 2s. 7d. per lb. Foreign sweet, one cwt., 2s. 4d.; smaller parcels, up to 2s. 7d. per lb.

ANISE (STAR).—The spot market is steady and unchanged, shipment is fully steady and dearer but rather quieter: spot, "Red Ship," in leads, 1s. 10d.; in tins, 1s. 8d.; in drums, 1s. 7d.; shipment, in leads, 1s. 9¾d.; in tins, 1s. 7¾d.; in drums, 1s. 7¼d. per lb., c.i.f.

BERGAMOT.—Although there are some shipment offers at cheap prices the main sources for best quality oil are quoting steadily at 5s. to 5s. 3d. per lb., c.i.f., with old oil at lower figures. Spot is steadier and supplies are much less ; quoted at about 5s. 2d. to 5s. 6d. per lb.

BOIS DE ROSE.—This market is dull ; quoted unchanged. Brazilian, spot, 4s. in drums and up to 4s. 3d. per lb. for small lots. Shipment is quiet ; offers in the region of 3s. 4d. per lb., c.i.f., in drums.

CAJUPUT.—Business is of small importance. B.P., 1932 quality, spot, 2s. 3d. to 2s. 6d. per lb. Green is rather easier at 1s. 10½d. to 2s. per lb., as to quantity.

CANANGA.—Some holders may be willing to discount the figure of 7s. for fair quantities on spot ; shipment is quoted at about 6s. per lb., c.i.f.

CARAWAY.—This market is dearer with Continental material now at 8s. 4d. to 9s. per lb., as to quantity, spot. Rather more inquiry being received.

CASSIA.—Market is steadier ; business fair. Spot, 3s. 7d. to 3s. 8d.; shipment, 3s., in drums, and 3s. 1½d. per lb., in leads, c.i.f.

CEDARWOOD.—The recently reduced prices are barely maintained ; market dull. American, spot, 1s. 7d., in drums, and 1s. 8d., in tins ; shipment, about 30 cents per lb., c.i.f., in drums. Colonial, 1s. 7d., in drums, and 1s. 8½d. per lb., in tins.

CINNAMON LEAF.—A little business is reported. Spot, about 2s. 9d. to 3s. per lb., as to quantity ; shipment, in drums, 2s. 3d. per lb., c.i.f.

CITRONELLA.—Inquiry in this market is perhaps a little better, but actual business is not much. Ceylon is easier forward at about 1s. 6¾d. per lb., c.i.f.; spot, 1s. 10½d. per lb. for small lots. Java is dull ; shipment, about 1s. 11d. per lb., c.i.f., in quantities ; spot, 2s. 6d. per lb. for small parcels.

CLOVE.—There is a much firmer tone here with the shipment market for Madagascar dearer at about 2s. 7d. per lb., c.i.f., and supplies available limited. Spot is firm as quoted from 3s. 4d. to 3s. 6d. per lb., as to quantity.

EUCALYPTUS.—Rather more inquiry is being received. Australian, 70 to 75 per cent., 11d. to 1s.; 80 to 85 per cent., 1s. to 1s. 1d. per lb. Spanish, 70 to 75 per cent., 1s. 2d. per lb., and slightly less for bulk quantities.

GERANIUM.—Interest in this market is mainly concerned with the shipment market for Bourbon, with offers holding at about 21s. 6d. per lb., c.i.f. Spot, about 23s. 3d. per lb. for small parcels of genuine oil. Algerian is quoted on spot at about 23s. 9d. per lb. for small parcels.

GINGERGRASS.—The market is quoted unchanged, business moderate. Spot, 6s. 8d. to 6s. 10d. per lb. for small lots ; shipment, about 5s. 10½d. per lb., c.i.f.

JUNIPER BERRY.—Business has been of small account ; quantities are quoted on spot at about 3s. 6d. per lb. Some offers may be cheaper.

LAVENDER.—Rather cheaper prices are quoted for small spot parcels, business limited. French, 36 to 38 per cent., 7s. 6d.; 38 to 40 per cent., 8s. per lb., carriage paid. Bulk quantities at lower prices.

LEMON.—A fairly satisfactory volume of business is being done, mostly in limited quantities. Sicilian hand-pressed, spot, 3s. 8d. to 4s. per lb., as to quantity ; shipment, 3s. 6d. to 3s. 9d. for bulk lots, as to brand. Californian continues to attract business ; spot, in large drums, 48 cents and 49 cents per lb. in small drums.

LEMONGRASS.—The tone here is not so firm and business is quieter, but values are about maintained. Spot, about 2s. 9d.; shipment, about 2s. 6½d. per lb., c.i.f.

LIME.—This market continues firm with very little material available. West Indian distilled, on spot, 35s. 6d. to 37s. per lb. Shipment nominal with no offers at the moment.

MANDARIN.—The market tends to be steadier and more inquiry has been dealt with. Spot, 14s. to 15s. per lb., as to quality.

NEROLI.—New crop prices continue at recent rates of from 7s., 8s. 4d., 9s. 9d. and 11s. per oz., duty paid, according to quality.

ORANGE.—A fair business in moderate quantities is being done. Sicilian sweet for shipment, 5s. to 5s. 3d., c.i.f.; spot offers at about 5s. 3d. to 5s. 8d. per lb. Californian is moving fairly well at 50 cents for one case and 45 cents per lb. for two or more cases. French Colonial is quiet but steady; shipment, 3s. 3d., c.i.f.; spot, about 3s. 9d. per lb. for small parcels.

PALMAROSA.—This market is steadily maintained at former rates and some inquiry is being received. Spot, 7s. 4d. to 7s. 6d.; shipment, 6s. 10d. per lb., c.i.f.

PATCHOULI.—The recent steadier tone is maintained. Spot, about 7s. 3d. to 7s. 6d.; shipment is quoted at about 6s. 8d. per lb., c.i.f.

PEPPERMINT.—The spot market is about steady with a moderate inquiry for Japanese, quoted at about 5s. 6d. per lb.; shipment is steadier and occasional inquiry is noted; May-June, 5s. 4d.; July-August, 5s. 3d.; October-December, 5s. per lb., c.i.f. American natural oil, in drums, is very firm and shipment offers are now very restricted and at not less than 2 dollars 65 to 70 cents per lb., c.i.f.

PETITGRAIN.—The shipment market is easier on exchange rates at about 3s. 3d. per lb., c.i.f. Spot is easier at about 3s. 9d. to 3s. 11d. per lb., as to quantity. Market is dull.

ROSEMARY.—Business is fair; market steady. Spot, 1s. 8d. to 1s. 10d. per lb., for small parcels; lower prices for bulk quantities.

SANDALWOOD.—The official price of first-hand genuine East Indian oil is now at the lower figure of 20s. per lb. English-made West Indian, in one-cwt. lots, 6s. 9d.; 56 lb., 6s. 10½d.; 14 lb., 7s. per lb.

SASSAFRAS.—The market continues irregular, according to quality, from 3s. 9d. to 5s. 3d. per lb. Artificial oil at cheaper prices.

SPEARMINT.—Market has remained dull. Spot, 7s. 10d. to 8s. 2d. per lb., as to quantity; shipment, 7s. per lb., c.i.f., for bulk quantities.

SPIKE.—The new crop prices are not yet to hand, but indications point to about 2s. 6d. and upwards, c.i.f., as likely. Spot is offering at about 3s. 3d. to 3s. 5d. per lb., as to quantity.

WINTERGREEN.—Dealers are offering at rather cheaper prices of about 6s. 9d. to 7s. 3d. per lb., spot.

WORMSEED.—There may be sellers at slightly less than the quoted rates. Spot, 10s. 9d. to 11s.; shipment is easier in the region of 9s. 3d. per lb., c.i.f.

### Fixed Oils, etc.

BUSINESS has been on a better scale this week with some products quoted at better prices. Linseed is very firm and active. American turpentine is dull. Palm oils have been moderately active. ACID OILS.—Quoted prices show some improvement, business fair: coconut and/or palm kernel, 20s. 3d.; groundnut, 19s. 6d.; soya, 15s. 6d., spot. CASTOR.—The market is better with the recent loss in values fully recovered: pharmaceutical, 41s.; first pressings, 36s.; second pressings, 33s. (barrels), cases £4 per ton extra, ex mills, Hull, in not less than one-ton lots; Bombay, 26s. 9d. (drums), c.i.f. COCONUT.—Market is about steady, business fair: deodorised, 28s. 6d. (barrels), spot; Ceylon, 19s. (drums), c.i.f. COTTON.—Values for all grades are about maintained with a steady business moving: deodorised, 27s. 6d.; common edible, 25s. 6d.; soapmaking, 24s. 6d.; crude, 22s. 6d. (barrels), spot. GROUNDNUT.—The market shows a slight improvement, business fair: deodorised, 32s. (barrels), spot; crude Oriental, 27s. (drums), c.i.f. LINSEED (RAW, NAKED).—Values are again higher and the market closed firm: on spot, 22s. 3d.; July, 20s. 9d.; July-August, 20s. 10½d.; September-December, 21s. 4½d. Boiled oil, on spot, 24s. 6d. per cwt. OLIVE.—A moderate business is being done at competitive prices: edible, in tins in cases, 70s. per case of ten gallons; B.P., 4s. 6d. per gallon, in 40-gallon barrels. PALM.—A good business is reported here and the tone of the market is firmer: Lagos, 16s. 3d., c.i.f.; softs, 15s. 9d., c.i.f.; medium, 16s. 3d., c.i.f.; hards, 16s. 9d., c.i.f.; bleached, 19s. 9d., spot. PALM KERNEL.—Market is steady, business limited: deodorised, 28s. 6d.; crude, 22s. 3d., spot. RAPE.—A small business with prices holding steady: refined, 32s. 3d.; crude, 30s. 6d., spot. RESIN.—The market is steady as quoted: B, 13s.; D, 13s. 3d.; F/G, 14s. 3d.; N, 17s. 6d.; W/G, 18s.; W/W, 18s. 6d. per cwt., ex wharf. SOYA.—Rather more business, market fully steady: deodorised, 28s. 6d.; crude, 24s., spot. TURPENTINE, AMERICAN.—The market remains dull and rather unsteady; total London stocks, 2,836 barrels. On spot, 54s. 3d. WOOD.—Hankow in barrels on spot is keeping steady at 50s. 6d.

### Coal Tar Products, etc.

BUSINESS is fairly satisfactory in some lines and the market is generally steady. There has been a little better call for creosote oil. Pitch is neglected. Carbolic acid crystals continue steady at full prices. BENZOL.—Market is steady as quoted, business fair: standard motor 90's, 1s. 5d. to 1s. 6d. in tank wagons, ex works; pure, firmer at 2s. per gallon. CARBOLIC ACID CRYSTALS (39° TO 40° C.)—Supplies are rather freer this week, with prices for lots of one ton down to a few cwt. from 10d. to 1s. per lb., in drums with over-casks, carriage paid. CRESYLIC ACID.—A little more inquiry in some quarters, but prices are still on a low level: pale, 99 to 100 per cent., 1s. 2d. to 1s. 3d.; dark, 95 per cent., 10d. to 11d.; special qualities, 1s. 10d. to 2s. 1d. per gallon, ex works. American duty-free acid, 1s. to 1s. 3d. per gallon, f.o.b. CREOSOTE OIL.—Supplies continue very plentiful, but there is a better demand: South England, 3½d. to 4¼d. per gallon, in bulk quantities, f.o.r. makers' works.

## Java Citronella Oil Exports

EXPORTS of Java citronella oil for the years 1926 to 1932 inclusive and for the first five months of 1933 were as follows, in tons of 1,000 kilogs.:—

| | 1926 | 1927 | 1928 | 1929 | 1930 | 1931 | 1932 | 1933 |
|---|---|---|---|---|---|---|---|---|
| January ... | 104 | 107 | 104 | 68 | 57 | 74 | .63 | 107 |
| February ... | 100 | 135 | 98 | 72 | 62 | 73 | 83 | 114 |
| March ... | 118 | 100 | 81 | 107 | 63 | 69 | 72 | 103 |
| April ... ... | 105 | 90 | 114 | 82 | 79 | 72 | 91 | 110 |
| May ... ... | 73 | 90 | 184 | 121 | 63 | 78 | 70 | 162 |
| Total, Jan.-May | 500 | 522 | 581 | 350 | 324 | 356 | 379 | 596 |
| June ... ... | 95 | 132 | 109 | 43 | 48 | 73 | 76 | |
| July ... ... | 110 | 94 | 78 | 80 | 68 | 87 | 84 | |
| August ... | 81 | 88 | 77 | 77 | 86 | 50 | 79 | |
| September ... | 95 | 141 | 58 | 66 | 70 | 94 | 83 | |
| October ... | 108 | 96 | 91 | 55 | 68 | 77 | 86 | |
| November ... | 93 | 122 | 77 | 41 | 70 | 60 | 92 | |
| December ... | 100 | 117 | 69 | 55 | 81 | 78 | 112 | |
| Total Jan.-Dec. | 1182 | 1312 | 1140 | 867 | 815 | 885 | 991 | |

# Trade-Mark Applications

**The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1933, p. 329.**

*(From "The Trade Marks Journal," June 21, 1933)*

"SWIFALENE"; for chemicals (1). By W. Gulliver & Co., Ltd., 89 Dawlish Road, Leyton, E.10. 541,221.

"VIRE-EX"; for disinfectants and food preservatives (2). By T. McLachlan and V. R. Ullman, 10A Featherstone Buildings, ffigh Holborn, London, W.C.2. 540,454.

"RAYNARD"; for preparations for destroying rats, mice and insects (2). By W. B. Kitchen, 2 Elm Vale, Fairfield, Liverpool. 540,811.

"HOBSON'S CHOICE"; for medicated plasters and powders for the feet (3). By Hobson, Trimble & Co. Ltd., 9 and 11 Union Street, Leeds. 538,522.

"TONERGETICUM"; for all goods (3). By Chemisch-Pharmazeutische A. G. Bad Homburg, 25 Daimlerstrasse, Frankfort-on-Main, Germany. 541,216.

"SANTRON"; for all goods (11). By Leslie & Homes, Ltd., 3A Terminus Road, Littlehampton. 539,258. (Associated.)

"DALZO"; for all goods (11). By A. De St. Dalmas & Co., Ltd., 35 Mansfield Street, Leicester. 541,368. (Associated.)

"BLUE SEA"; for perfumed soap and dentifrices (48). By British Hygienics, Ltd., 17 College Hill, London, E.C.4. 525,424. (Associated.)

"LOVALON"; for perfumery, etc. (48). By Calmon & Neate, Ltd., 8 Gerrard Street, London, W.1. 535,835.

"KREML"; for perfumery, etc. (48). By E. Schaufler, 451 Burgstrasse, Reutlingen, Württemberg, Germany. 538,202.

# Correspondence

**Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor**

### Photographic Trade Problems

SIR,—"Equality" (*C. & D.*, June 17, p. 659) displays consideration and courage, and deserves the gratitude of many chemists (including the writer) for taking the trouble to draw attention to grievances which ultimately may be detrimental to the efforts of the Photographic Dealers' Association to help those engaged in the trade. If what he infers concerning the willingness of the Association to favour multiple shops be true, why should those managers and assistants who, like the writer, have been engaged in the photographic trade for many years, have their applications for membership rejected, as was mine, though my establishment is situated quite a reasonable distance from that of any other dealer. The Joint Council had better look into this matter without delay.—Yours truly,

GRATIAS (21/6).

SIR,—As a chemist whose application to become a member of the Photographic Dealers' Association has been turned down, and a manager for some years with the leading multiple chemists of this country, I should like to reply briefly to the questions put forth in the letter signed "Equality" in your issue of June 17 (p. 659). The conditions imposed upon the small chemist dare not be applied to the multiple firm, simply because they are in the lucky position of being able to raise capital to build and equip a factory and manufacture a film of their own brand, and by offering special commission upon the sales thereof prove a serious rival to the present ring brands. I submitted a photograph of my premises, spent time trying to emulate and imagine myself a surveyor, supplied the names and marked the positions on the map of the nearest dealers:—South, two miles; East, one mile; West, one-and-a-half miles; North, half-mile (I was on the ground before the man on my North side). Yet in the words of the P.D.A.'s reply, "We have more than sufficient representation in your area."

Yours truly,
SQUARE DEAL (19/6).

SIR,—Your correspondent, Mr. Starling (*C. & D.*, June 17, p. 659), is definitely mistaken in stating that lower charges are practical for best work. This has been proved by "P.D.A." analysis figures, which are available. Members of this branch maintain P.D.A. rates, and although there is much cutting in Nottingham and district the bulk of the business continues to be done by members. Your other correspondent, "Equality," raises a point which is now having attention, viz. branch agencies. As regards young men opening pharmacies being refused agencies, that is another matter, and because many chemists now handle photographic materials it is no reason why the pharmaceutical student should consider the "trade" part of a pharmacist's business. It is not. In fact, the best pharmacies do not touch photography, and by far the greater number of pharmacists treat it as a side-line of inferior importance only, just as in the earliest days most refused to take up Kodak agencies, and thus we find watchmakers, etc., with old agencies in some towns and villages. . . . By the way, there is a shortage of young pharmacists having a knowledge of D. and P.—Yours faithfully,

P. Heathcote.
Secretary, Nottingham Branch, P.D.A.
Nottingham.

SIR,—It is very gratifying to me to read "Equality's" letter (*C. & D.*, June 17, p. 659), because it shows that at last some dealers who are not members of the Photographic Dealers' Association are beginning to take an interest in the affairs and policy of the Association which is doing its utmost for the welfare of the photographic trade in general. The points raised by "Equality" all turn on the difficulty, well known to P.D.A. members, concerning the regulation of branch shops. At present the rules of the Joint Council practically allow any approved dealer "whose main business at the head address and at the branch falls within the preferred categories" to sell photographic goods at a branch shop irrespective of the proximity of other dealers. In this respect the private chemist has exactly the same right as a multiple chemist company. It is obvious to all that this rule operates unfairly in many cases from the point of view of competition to the already established dealer. The P.D.A. has been using all its efforts to bring about an alteration to this rule by negotiation with the other party in the Joint Council, viz., the Federated Photographic Manufacturers. I myself, in conjunction with other members of the P.D.A. Council, have argued this matter in Joint Council on several occasions; so far, to be candid, our efforts have not proved successful, but we are still negotiating, and if only other dealers in the trade who at the moment are outside the Association will come in and join us and add their weighted opinion to ours, I believe that this rule could be amended to the satisfaction of all concerned.—Yours faithfully,

D. FOSTER,
Hove. Vice-president of
The Photographic Dealers' Association.

### Pharmaceutical Society of Ireland

SIR,—Allow me to thank you for publishing my recent letter to the Pharmaceutical Society of Ireland. You state that I am justified in my contention that a registered druggist in the Irish Free State has the same rights as regards the sale of "dangerous" drugs as a pharmaceutical chemist. You go on to say: "We have reason to believe that there is no difference of opinion, in this matter, among the members of the Council of the Pharmaceutical Society of Ireland." If this is so, why did the Council unanimously adopt a resolution reading as follows:—

"The Council of the Pharmaceutical Society hereby resolves that every wholesaler, manufacturer, or distributor of dangerous drugs as defined in the forthcoming Bill dealing with dangerous habit-forming drugs should be by law compelled to employ a duly qualified pharmaceutical chemist whose name is on the Register of the Pharmaceutical Society of Ireland, in order to supervise and control the manufacture, importation or sale of the said drugs."

And on a member asking if this motion would interfere with the rights of the registered druggists, another member replied that as some wholesale houses were *dealing* (*not manufacturing*) in morphine, cocaine, heroin and similar drugs, it was only reasonable to insist that they should have a qualified chemist. Yet another member would not allow even "stocks of these drugs to be carried," so that the registered druggist employed by a wholesaler would not even be allowed to carry a stock of, say, morphine for the purpose of making a preparation such as tr. camph. co., below the strength embraced by the D. D. Act. I very definitely did not "overlook the fact that the position of the manager of a wholesale firm, or of a department of it, dealing with 'dangerous' drugs may involve not only the sale of these but also . . . their manufacture." However, Section 17 of the Pharmacy (Ireland) Act seems, to my mind, to make it clear that the registered druggist is entitled to mix poisons and do all that the qualified pharmaceutical chemist is entitled to do, with the exception of dispensing and compounding medical prescriptions. I have yet to hear of the wholesale firm in the Irish Free State compounding medical prescriptions, whether employing a qualified chemist or not, and if they are so doing without employing a qualified chemist they are definitely liable to prosecution as the law now

stands without any further legislation. If the registered druggist is only allowed to sell and not manufacture B.P. preparations, why are candidates at the Registered Druggist examination asked questions such as the following:—"What is the composition of tr. chlorof. et morph. co," etc?—Yours faithfully,

Kilbarrick, Sutton, co. Dublin. G. DARLINGTON.

### Varying Profits

SIR,—The discussion in your correspondence columns on "Varying Profits" has been an interesting one, more especially as, apart from the question of profit, it has shown how diverse are the conditions under which chemists' businesses are worked. Each one of the writers has dealt with the matter from his own point of view, and this gives us an opportunity to compare notes. Although the fundamental methods are the same in most pharmacies, it will be noted that the actual working conditions vary to a large extent. "Country Chemist" (*C. & D.*, June 17, p. 659) was able to undertake sight testing in a single-handed shop. From his nom de plume one may take it that his pharmacy was in a country village or town, but situated as I am in a poorer and more congested area I could not close the door in business hours, as many customers would not trouble to come in but would go to the nearest competitor. Mr. C. H. Baker (p. 660) considers that the best organised pharmacy is one where the greatest amount of stock is packed and the largest amount of dispensing is turned out. So do I, and so do many more, but we are not all in a position to give effect to our ideas. To turn out a large amount of dispensing it is necessary for a large number of prescriptions to come in, and in my locality every doctor does his own dispensing, so that all that is left for the chemist is the panel work. It is true that to deal with a large number of Insurance prescriptions it is necessary to have a well organised pharmacy, in fact it is almost imperative, because this kind of dispensing comes in rushes, generally in the evening, and without proper organisation one could not cope with it. The fact remains that panel work will not pay the expenses of one's premises, and therefore the counter side of the business cannot be neglected. This is another point which is usually overlooked, that without his other customers the chemist could not afford to take on the Insurance contract, so that in reality the latter is borne on the back of the chemist's private trading. And here again the question of the assistant comes in, if the number of Insurance prescriptions increases over a certain amount the single-handed man cannot deal with them during a rush period, and an assistant becomes necessary, although the amount received in dispensing fees will probably not come up to the sum paid out in wages. Another contributor, "Manufacturer" (p. 643) writes of a pharmacy carried on as it was forty years ago, no toilets, no photographic, and mostly dispensing; we know that there are such businesses, but they are the exception and not the rule, and certainly in my town such a business could not be successful. And so we see that each business has to be run in accordance with the demands of the district in which it is situated, and the resulting profit will be the measure of the adaptability of the owner. After all, the final success is measured in £ s. d., whether we are engaged in pharmacy pure and simple or in general trade.—Yours faithfully,

VARIABLE (26/6).

### The Style of a Chemist's Shop

SIR,—"Manufacturer" (*C. & D.*, June 17, p. 643) asks "Why does the average chemist's business strike the observer as cosmopolitan?" And he supplies the answer that we make no attempt to departmentalise. May not another factor be the gradual disappearance of the style and fittings of a chemist's shop? First of all we did away with the specie jars and the specimens of roots and barks, then the carboys followed, and now the shop rounds are gradually disappearing from the shelves behind the counter and are being replaced by patents and proprietaries. To-day it is sometimes difficult to tell whether one is looking at a pharmacy, a hairdresser's, or a general store. And so, to adopt a phrase, the younger generation is not growing up pharmacy minded—that is to say, they do not think of the chemist's shop as the only source of supply when they want some kind of medicine or remedy, and this is shown by the things which customers ask for. It is not uncommon to get requests for such things as pencils and notepaper, string, toys, and all kinds of general goods, and customers have been known to inquire if one sells Epsom Salts or sodium bicarbonate. We all know that under present conditions we are compelled to sell all kinds of goods other than medicines if we are to survive, but a little more prominence given to the drug side of the business, both in the window display and inside the premises, should remind the public that we are still chemists and druggists and endeavouring to carry on our original calling.

Yours faithfully

METROPOLITAN (26/6).

## Subscribers' Symposium

**For interchange of opinion among "C. & D." readers and brief notes on business and practical topics**

### *Stocks of Tinctures*

I was somewhat surprised at the omission of a chemist to stock tr. lobeliæ æth. and tr. stramonii, and Xrayser's remarks on the subject (*C. & D.*, June 3, p. 585). I should certainly consider my stock far from complete without them, especially the latter.—*Charles Kent*, Barnehurst.

### *Shaving Sticks*

I wonder whether some of my fellow chemists have noticed that many of the 6d. shaving sticks weigh 1½ oz. and the 1s. size 2 oz. only. On what grounds can the manufacturers justify their action of charging 1s. for only ninepennyworth? This point was brought home to me by a customer recently and I find it impossible to answer.—*W. E.* (27/6).

### *Professional Discount*

As manager of a business in a seaside town, I am frequently asked for discount by medical men and nurses on holiday in the district. I am invariably informed that a well-known multiple firm of cash chemists always allow 10 per cent. on everything on production of professional evidence. Is this usually the custom and how is it justified with P.A.T.A. articles and films? I should be pleased to hear various correspondents' views on the matter and what is the trade custom regarding this.—*Manager* (20/6).

### *Coal to Newcastle*

A note (*C. & D.*, May 6, p. 496) tells us that a customer in England sends to a Scottish chemist for goods which the latter buys from an English house. I have a customer for whom I have to procure a line from the North, although I pack the same thing myself, but she will only buy that put up by one particular firm. These customers are not alone in their ideas that no other commodities are quite so good, because it is a peculiar turn of mind which the chemist meets frequently. A change of label or style of pack will inevitably bring the customer who says that the medicine is not so good and did not have the same effect as the old style. The advertised remedy sold under a brand name at an advanced price is always more efficacious than the same drug sold by the chemist under its own name in the ordinary pack. One customer I have refuses to accept Blaud's pills, gelatin coated, because they have no effect like "the proper white ones." And one could give many such instances showing how a fixed idea will overcome ordinary reasoning. Yet a proprietary remedy can change its formula entirely, and providing the pack and the advertisements remain as before the public will go on buying it.—*Anomalous* (15/3).

# Dispensing Notes and Difficulties

### Reactions in Ear-Drops

SIR,—I append copy of a prescription for ear-drops which I frequently receive from a local doctor and which causes trouble in dispensing—gas being strongly and continuously evolved. Can this be dispensed without evolution of gas? Alternatively, could any suggestion be made to the doctor as to modification of the formula?

| | |
|---|---|
| Sodii bicarb. .. .. .. | gr. xx. |
| Liq. hydrogen. perox. .. .. | ʒij. |
| Glycerin. .. .. .. .. | ʒij. |
| Aq. .. .. .. ad | ℥j. |

Yours faithfully,
A. E. M. (12/27).

[Hydrogen peroxide is usually preserved by the addition of a mineral acid, phosphoric acid being frequently used, and the sodium bicarbonate would therefore hasten decomposition. There is also a chemical reaction between glycerin and hydrogen peroxide. The speed of reaction with different dilutions must vary. Text-books state that glycerin treated with hydrogen peroxide in the presence of a ferrous salt yields glyceric aldehyde ($CH_2OH.CHOH.CHO$). Glycerin is oxidised by an aqueous solution of hydrogen peroxide to glyceric, oxalic, and tartaric acids. Another text-book says that glycerin is converted into oxalic acid and carbon dioxide by the action of hydrogen peroxide. Temperature and concentration must affect the result. The above preparation is occasionally prescribed, but there is no need for the glycerin. A frequent prescription by aurologists consists of hydrogen peroxide, 10 vol., as drops for the ears several times daily, as an antiseptic, and a suspension of sodium bicarbonate (1 in 8) in glycerin dropped in the ears at night. This is to soften and disintegrate the wax. If possible this might be suggested to the doctor as an alternative. As the drops prescribed is only one ounce, no harm would arise in making it. It is useful for some days, and the patient should be told to loosen the cork.]

# Legal Queries

*D. R. M.* (23/5).—The word "soothing" in the sentence "soothing and refreshing" renders the article liable to medicine-stamp duty.

*E. M.* (4/4).—In accordance with existing legislation scheduled poisons may only be sold retail by registered chemists and by firms carrying on the business of a chemist and druggist in compliance with the provisions of Section 3 (4) of the Poisons and Pharmacy Act, 1908. The two firms mentioned in your letter comply with these provisions and are consequently entitled to sell scheduled poisons by retail to the public.

*Scribo* (27/1).—Is it lawful to keep a chemist's shop open on the weekly half-holiday for the transaction of ordinary business? Who is responsible for securing to shopkeepers the benefit of the Shops Acts in Scotland? [A chemist's shop may be kept open on the weekly half-holiday only for the sale of medicines and medical and surgical appliances. In Scotland, it is the duty of the county and the town councils to see that the provisions of the Acts are enforced.]

*P. J. B.* (1/6).—The tenant of premises that are subject to the Rent Restriction Acts has not paid his full rent for several months, but has only paid the amount that he has himself received from a sub-tenant to whom he has let part of the premises. What steps, if any, can the landlord take to eject the tenant? [The landlord can take proceedings against the tenant in the County Court, claiming possession and payment of arrears of rent. The Court may then make an order for possession, in which case the tenant will have to vacate the premises by the date specified. The sub-tenant, however, will be entitled to remain in occupation of his part of the premises.]

# Miscellaneous Inquiries

**When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.**

*H. B.* (13/58).—INSECT POWDERS.—These are generally powdered pyrethrum. In some instances the pyrethrum is mixed (or "reinforced") with an equal quantity of borax, quassia or sodium fluoride.

*H. C.* (31/58).—AIR PURIFIER.—A spray solution suitable for use in an omnibus could be made as follows:—

| | |
|---|---|
| Soft soap ... ... ... | 3 oz. |
| Industrial methylated spirit ... | 3 oz. |
| Perfume ... ... ... | 2½ oz. |
| Solution of formaldehyde ... | 2 oz. |

For use mix 2 oz. of this solution with one gallon of water, or less if necessary.

To overcome as far as possible the odour of the petrol fumes the perfume should be one of the following:—

| I | | II | |
|---|---|---|---|
| Benzyl acetate ... | ℥ij. | Oil of lavender ... | ʒij. |
| Geraniol ... ... | ℥j. | Oil of spike ... ... | ℥j. |
| Phenyl ethyl alcohol ... | ʒj. | Geraniol ... ... | ʒj. |

On the other hand, if a pine odour is required, then the following would be found more powerful than the use of pine oil alone:—

| | |
|---|---|
| Pine oil ... ... ... ... | ʒj. |
| Bornyl acetate ... ... ... | ʒij. |
| Lavender oil ... ... ... | ʒss. |
| Geraniol ... ... ... | ʒij. |

*O. G.* (9/68).—EVENING LOTION.—The following is a formula for a preparation to be applied lightly by means of a fine cloth to the neck, arms and shoulders prior to going out:—

| | |
|---|---|
| Solution of hamamelis ... | 400 c.c. |
| Rose water ... ... ... | 450 c.c. |
| Glycerin ... ... ... | 200 c.c. |
| Phenazone ... ... ... | 200 gm. |
| Zinc oxide ... ... ... | 25 gm. |

Dissolve the phenazone in approximately 600 c.c. of the mixture of solution of hamamelis and rose water. Shake the zinc oxide for one or two hours with the remainder of the mixture of solution of hamamelis and rose water and filter. Mix the two liquids, add the glycerin and filter. The amount of glycerin may be increased with advantage.

*J. W. P.* (6/68).—STORING FRESHLY-KILLED POULTRY.—Your customer could follow the example of the cooked food departments of several of the large London stores by using solid carbon dioxide. An article on its use was published in the *C. & D.*, August 27, 1932.

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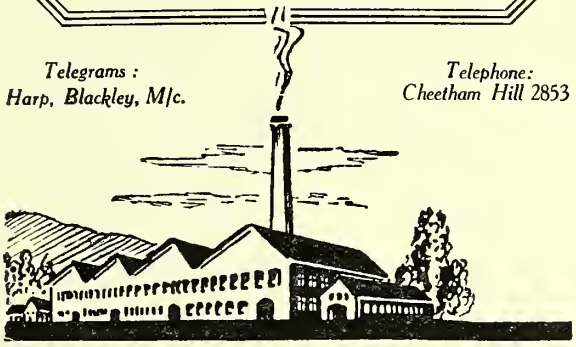

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THE CHEMIST & DRUGGIST DIARY, 1933
NORTHUMBERLAND ROAD, NEWCASTLE-ON-TYNE

NIGROIDS for the Throat and Voice
*Registered Trade Mark.*
Sold in tins 4½d. and 1/6 each.
WHOLESALE TERMS ON APPLICATION
*Sole Makers:* FERRIS & CO. LIMITED, BRISTOL

EPSOM SALTS
*Commercial and B.P. Qualities also Powdered*
Glauber's Salt
*Commercial and B.P. Qualities and Desiccated*
Zinc Sulphate
*Commercial and B.P. Qualities*
Zinc Chloride
*Fused, Granulated and Liquid*

WILLIAM
BLYTHE
& CO., LTD.
Holland Bank Chemical Works
CHURCH
LANCASHIRE

Hyposulphite of Soda *Pea Crystals*
Lead Arsenate
*Paste and Powder*
Precipitated Sulphur
WEED KILLER
*A list of our general Technical Chemicals sent on application*

# BAUMOL TOILET PREPARATIONS

## BAUMOL TOILET SOAP

A pure superfatted soap introduced to the public about half a century ago. Recommended by the Medical Profession.

## BAUMOL BATH SOAP

A superfatted hard soap especially milled and perfumed for use in the bath.

*Prices and Special Bonus Terms on Application*

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*EDINBURGH and LONDON*
**104 Holyrood Road - - - 155 Farringdon Road, E.C.1**

**HARKNESS, BEAUMONT & CO., LTD.**
*Wholesale and Export Druggists, Malt Extract Manufacturers.*
JUNCTION BRIDGE WORKS, LEITH.
Manufacturers of all kinds of Malt Products, Lactomaltine, Sunray Malt and Malt and Oil, Strenthol Vitamin Malt, Kem-Malt (Malt Extract with Parrish's Food), Kem-Malt and Oil (Malt and Oil with Parrish's Food), Bonum Irradiated Emulsion, Bonum Cod Liver Oil Emulsion, Sunray Vitamin Cream, Liquid Extract of Malt, Special Liquid Cascara, Cascara Cordial, Sunray and Lucca Cream Olive Oils, and General Packed Specialties.
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MANUFACTURERS OF FINE CHEMICALS
*Announce the publication of*
**ORGANIC REAGENTS for METALS**
describing the use of 17 organic substances in the detection and estimation of metals
*61 pages* *Price 1/3 post free*
**16 & 17 CROSS STREET, LONDON, E.C.1**

*for* METHYLATED SPIRITS

PLEASE ASK FOR OUR PRICE LIST & PAMPHLET ON METHYLATED SPIRITS, ETC., ALSO FOR OUR NEW BOOKLET "THE NEW WAY TO REMOVE CARBON."

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# Robert Ferber Ltd.

incorporating

JULES DENOUAL & CO.

Manufacturers of

## Gum Pastilles

In 4 lb. Free Tins.

| | |
|---|---|
| Aniseed, Honey and Chlorodyne .. | 2/6 lb. |
| Antiseptic (Licorice, Terebene, Menthol, Eucalyptol, Wintergreen, Thyme, Pine Oil and Glycerine).. | 2/6 „ |
| Black Currant .. .. .. | 2/6 „ |
| Breathe Easy .. .. .. | 2/6 „ |
| Catarrh .. .. .. .. | 2/6 „ |
| Compound Glycerine of Thymol .. | 2/6 „ |
| Eucalyptus Oil .. .. .. | 2/6 „ |
| Glycerine .. .. .. .. | 2/6 „ |
| Glycerine and Black Currant .. | 2/6 „ |
| Glycerine, Honey and Lemon .. | 2/6 „ |
| Glycerine and Paregoric .. .. | 2/6 „ |
| Iodized Catarrh .. .. .. | 3/0 „ |
| Menthol .. .. .. .. | 2/6 „ |
| Menthol and Eucalyptus .. .. | 2/6 „ |
| Pine Oil, Menthol and Eucalyptus .. | 2/6 „ |
| Pynoline (Menthol, Cajuput, Creosote and Terebene) .. .. .. | 2/6 „ |

## Packed Gum Pastilles

2 oz. tins, 5/6 per doz. 4 oz. tins, 10/0 per doz.

## Gelabase Pastilles

In 4 lb. Free Tins.

| | |
|---|---|
| Assorted Fruits .. .. .. | 1/8 lb. |
| Black Currant and Glycerine .. | 1/8 „ |
| Catarrh .. .. .. .. | 1/8 „ |
| Cherry, Chest and Lung .. .. | 1/8 „ |
| Compound Glycerine of Thymol .. | 1/8 „ |
| Glycerine, Honey and Lemon .. | 1/8 „ |
| Lemon Squash Cubes .. .. | 1/8 „ |
| Licorice and Black Currant .. | 1/8 „ |
| Lime Juice and Sulphur .. .. | 1/8 „ |
| Phosph. Orange Tonic .. .. | 1/8 „ |
| Vitamin Malt.. .. .. .. | 1/8 „ |

2 oz. tins, 4/6 per doz. 4 oz. tins, 8/0 per doz.

Carlton Works, Asylum Rd.
LONDON, S.E.15



# THIS HOUSEHOLD REMEDY HAS A BIG SALE

Cephos

Pronounced See-foss REGD

THE PHYSICIAN'S REMEDY

*Retails at 1/3 and 3/- in powders or tablets*

*Single Powders 2d. each*

For
HEADACHE
RHEUMATISM
NEURALGIA
LUMBAGO
SCIATICA
AND SUMMER COLDS

*from your usual wholesaler or write direct*

*SHOWCARDS & DISPLAY MATTER*

Sent upon application to Cephos Ltd., Blackburn, whether you obtain supplies from us or elsewhere.

*Cephos Ltd. Blackburn*



# 'KOF-OH' BRAND PROPRIETARIES

| | | |
|---|---|---|
| 1/3 | KOF-OH Brand Cough Cure | 11/6 doz. |
| 3/- | „ „ „ „ „ | 27/- „ |
| 1/3 | „ „ „ „ „ Tablets | 11/6 „ |
| 4d. | „ „ „ Wonder Ointment | 2/8 „ |
| 7½d. | „ „ „ Clear Corn | 4/6 „ |
| 1/3 | „ „ Liniment (Govt. Stamped) | 12/- „ |
| 3/- | „ „ „ „ „ | 28/- „ |
| 3/- | „ „ Pile Cure (triple Treatment) (Govt. Stamped) | 28/- „ |

SPECIAL TERMS for assorted order value £2 nett. 10% allowed for 14 days' Window Display.

Free Packages. Carriage Paid

KOF-OH Co., Ltd. Manufacturing Chemists
MINERA ST. EVERTON LIVERPOOL

# PETROLEUM JELLIES

WHITE, LEMON, YELLOW, AMBER, RED, GREEN.

# WHITE & COLOURED OILS

YELLOW, GREEN, RED FOR BRILLIANTINE, etc.

# LIQUID PARAFFIN

COLOURLESS, TASTELESS, ODOURLESS.
ALL SPECIFIC GRAVITIES.

B.P. AND TECHNICAL QUALITIES

*Wholesale Trade only.*

## STERNS LTD.

**Royal London House, Finsbury Sq., London, England**

Telegrams: "CENTUMVIR, TELEW, LONDON."

# GARFIELD TEA

**FOR CONSTIPATION**

PROMPT SHIPMENT

**ALL SIZES**

*'Phone or Write:*

**GARFIELD TEA CO.**

**44 Foxbourne Road**

**BALHAM, LONDON, S.W.17**

# VISCOSITY

is the true quality test of

## LIQUID PARAFFIN

Our article answers fully to the requirements of the B.P. 1932.

*Quality Counts!*

**FRANCIS F. FOX & CO. LTD**
BRISTOL AND BIRMINGHAM *Est over 100 Years*

# SPIRIT REBATE

RECORD BOOKS FOR USE IN RECLAIMING.

**LATEST REGULATIONS**

**3/-**

Printers
JAMES TOWNSEND & SONS
Exeter & London

# COLLOSOL LACTO-CALAMINE

**Collosol Calamine combined with the soothing emollient of Milk of Almonds.**

Effective in sunburn and every skin blemish at all seasons.

Specially valuable for nursery use and in all skin ailments, teething rashes, etc.

**Supplied with an attractive showcard**

**AT SPECIAL BONUS TERMS**

For full particulars write:—

**THE CROOKES LABORATORIES**
(BRITISH COLLOIDS LTD.)
**PARK ROYAL, LONDON, N.W.10**

Telephone— Willesden 6313 (3 lines)

Telegrams— "Collosols, Harles, London"

## It will pay you to stock them!

When the public demand goods bearing a specified name the wide-awake retailer prepares to meet that demand and so reap the benefits which follow

**IGLODINE** has become a household word, and the public, through satisfaction which comes after trial, are demanding **IGLODINE PREPARATIONS**. Are you the retailer who is preparing to meet the demand?

# ·Iglodine·

**The Safe and Sure Antiseptic**

*Write to-day for full particulars to:*

**THE IGLODINE CO., LTD. - Newcastle-on-Tyne.**

**Advertiser** is looking for factory producing **branded articles** in the **chemical, pharmaceutical and perfumery** line with a view to purchasing same or going into partnership. Only serious propositions entertained. Write to Box E.L.N. 4152, c/o Rudolf Mosse, Ltd., Brettenham House, London, W.C.2.

# SEASICKNESS PREVENTED

## *CRUISING CREATES EXTRA SALES FOR YOU THIS SUMMER*

## LINK IT UP WITH SEAJOY!

SEAJOY Plasters are packed in attractive show outers of one doz. and **a Bonus of 13 to the doz. is offered** for a Window or Counter Display available from **June 17th** to **July 17th.** A Window Bill 20″ × 12″ is also available.

SEAJOY Plasters are commanding an ever-increasing demand on account of their efficacy in preventing *all forms* of Travel Sickness.

A Profitable and Quick Seller.

Retail Price **3/-** Wholesale **24/-** doz.

*From all Wholesalers or direct from:*

**THE "SEAJOY" CO., PUTNEY, S.W. 15.** *Phone: Putney* 0414

# From the Coast of Sunny Norway

there comes to the Chemist Norwegian Cod Liver Oil, the richest source of vitamins A and D.

Norwegian Cod Liver Oil possesses exceptional qualities :

(1) It promotes regular and steady growth in children.

(2) It helps to prevent infectious diseases, bronchitis, pneumonia, etc.

(3) It prevents rickets and tooth decay by building up strong bones and sound teeth.

(4) It is a fat of very great food value.

## NORWEGIAN COD LIVER OIL

**WORLD - FAMOUS FOR ITS HIGH QUALITY**

# RIVISTA ITALIANA DELLE ESSENZE E PROFUMI

*(Affiliated to the Technical Press Association.)*

**FIFTEENTH YEAR OF PUBLICATION**

Official Organ of the Group of Producers of Aromatic Substances of the National Fascist Federation of Chemical and Allied Industries.

*Director :* - - - - Dr. EMMA FENAROLI
*Editorial Offices :* - VIA S. VINCENZO N.38 MILAN
*Telephone :* 31 216-C.P.850.

Producers of Aromatic Substances for Perfumery—Manufacturers of Articles used in the Perfumery Trade—This is the Periodical in which to Advertise effectively in Italy.

*MAKE USE OF ITS ADVANTAGES*

SAMPLE COPY AND TARIFF ON REQUEST.

# SELL BRITISH!

**HARROGATE SPA SPARKLING TABLE WATER**

Bottled and Aerated for the Corporation of Harrogate from one of Harrogate's 88 Springs by CAMWAL LTD.

**AQUAPERIA** The British Medicinal Aperient Water
Bottled by CAMWAL LTD.

CAMWAL Ltd. *Factories at:* London, Manchester, Birmingham Bristol, Harrogate.

WEST END OFFICES: 123 Pall Mall, S.W.1

# CHELTINE STARCH-REDUCED FOODS & FLOURS

revised and prepared under the supervision of an Authority of the highest standing in the Medical Profession, are now advertised regularly in "Punch," "Daily Mail" and many other influential publications, so that Pharmacists can stock them with every confidence. The trade discount has been increased.

Diet cards, attractive advertising display-matter, booklets, etc., are supplied on request, free, together with the fullest information about Cheltine products. Please write

**Cheltine Foods Co., 13 Chester Walk**
**CHELTENHAM SPA, ENG.**

ESTABLISHED 1793.

The Best and Safest Infants' Medicine of over 130 years' standing.

**ATKINSON & BARKER'S INFANTS' PRESERVATIVE**

Does not contain any Scheduled Poison.

ROBERT BARKER & SON, LTD., 13 WESLEY STREET, C. on M., MANCHESTER

# Pure Live Yeast

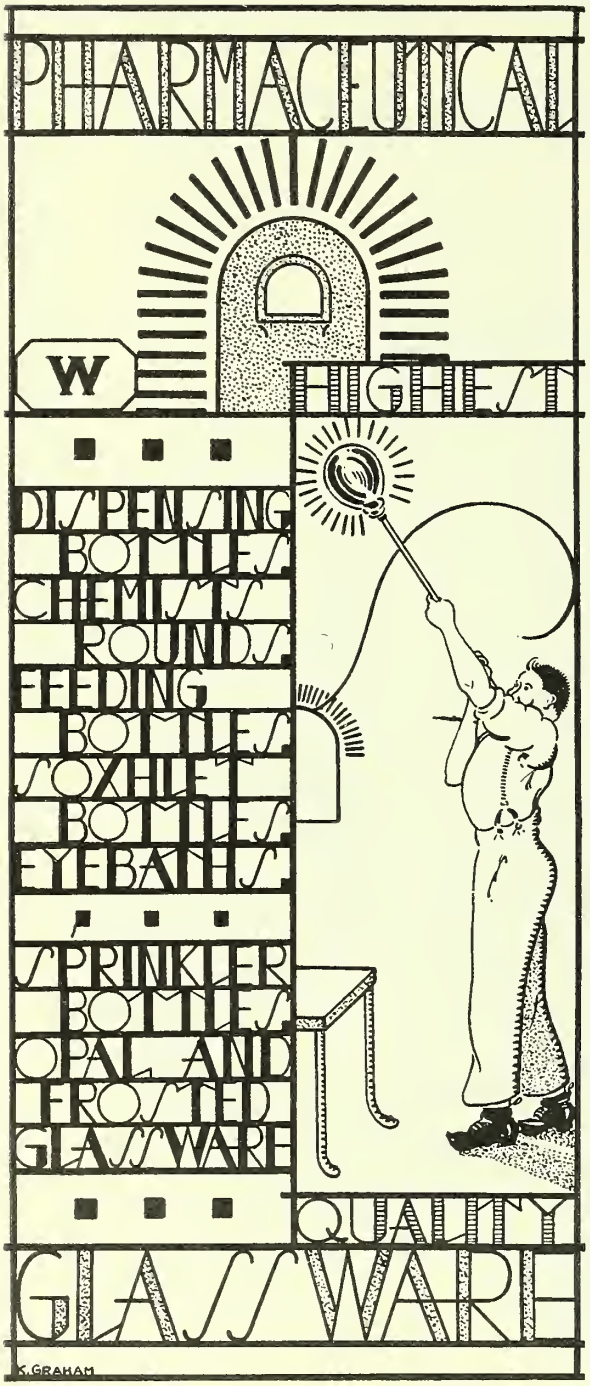
*now acknowledged to be a specific for the improvement of the blood condition, and for general health.*

**Supplies may be obtained through Wholesalers, or from**

# CALDERS' YEAST CO. LTD.

INVERKIP STREET

**GLASGOW, C.5**




DESIGNERS & MANUFACTURERS
OF · GLASSWARE · FOR · PERFUMES
COSMETICS · AND · BATH · SALTS

**WOOD BROS. GLASS Co**
**LIMITED**

(ESTABLISHED 1828)

**BARNSLEY • • • ENGLAND**

# Now is the time . . . . .

*to display*

# DRUMMER DYES

***because your customers are seeking ways of saving money on clothes***

*safe* *and*
*easy* *sure*

EDGE'S BOLTON

There is no shadow of doubt about the Supreme excellence of the "Town Talk" Impregnated Silver Plate Cloth.

USED by Silversmiths to preserve the beauty of their own wares, it is SOLD by the leading hardware Stores in the country and is ASKED for by housewives everywhere.

It has no rival for cleaning Gold, Silver and Electro Plate and is advertised continuously in the National Daily Newspapers and Women's Journals.

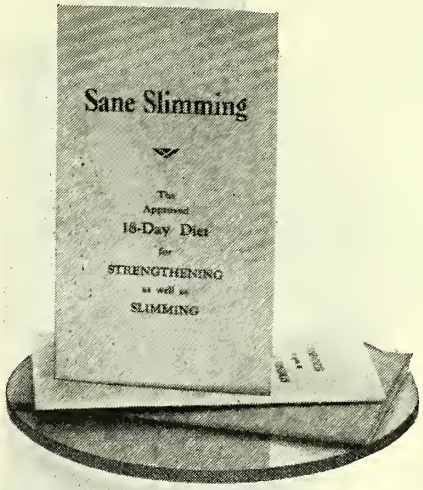
Stockists don't have to SELL "Town Talk" — they are asked for it.

Link up with our energetic Sales Service.

*Order from*
JAMES WOOLLEY, Sons & Co., Ltd. Manchester
AYRTON, SAUNDERS & Co., Ltd. Liverpool
BROOKS & WARBURTON, Ltd.
GOODALL, BACKHOUSE & Co., Leeds
MAY, ROBERTS & Co., Ltd., London
or direct from the sole makers.

*Terms and samples from :—*
**TOWN TALK POLISH CO., MANCHESTER**

# *Here is an excellent method of Getting Customers into your Pharmacy*




Display these Folders on weight reduction in your Establishment. They contain, in addition to an approved diet scheme, A DAILY WEIGHT RECORD CHART, so that all who are interested in healthy slimming are induced to visit you daily to test their weight.

**SEND FOR A SUPPLY TODAY**

*The Diet is a modified form of that known as the Hollywood Diet, but the inclusion of ENERGEN BREAD removes objection, and is approved by the Medical Profession.*

*Your sales of Energen Products will increase.*

**Energen FOODS Co., Ltd.**

WILLESDEN, LONDON, N.W.

Physical Energy after the famous statue by G.F. Watts, R.A.

# ENGLISH DRIED MILK

*Enquiries are solicited for the following :—*

**Full Cream "Dorsella" Dried Milk**
**Half Cream**
**Separated "Paragon"**
**Casumen, Soluble Milk Proteid**
**Sweet Whey, Crystals or Powder**
**Kencream for Puppies**
**Unita (Dorsella and Casumen)**

**SUPPLIED IN BULK, TINS OR CARTONS**

*Quotations and samples on request*

**PRIDEAUX'S, LTD.**
**MOTCOMBE, SHAFTESBURY, DORSET**
'Phone No.: Shaftesbury 4

# MASON'S EXTRACT OF HERBS

May we have the pleasure of sending you particulars of our Window Display Scheme?

**NEWBALL & MASON**
LIMITED
NOTTINGHAM

Best sellers
The public is asking for *ZEAL* CLINICAL THERMOMETERS because they are:-
GUARANTEED TO *STAY* ACCURATE
CONSISTENTLY ADVERTISED

A New Line in Corn Plasters
'CROCUS'
CORN COMFORT

ATTRACTIVELY PACKED IN DECORATED TIN BOXES CONTAINING 6 PLASTERS OBTAINABLE FROM YOUR USUAL WHOLESALER
LIBERAL TERMS
W. MATHER LTD.
MANCHESTER

NORVIC
CRÊPE BANDAGES AND BINDERS
• • •
*A small display increases sales*
ORDER FROM YOUR USUAL WHOLESALER
*Sole Manufacturers: Grout & Co., Ltd. 35 Wood Street, London, E.C.2*

- The preference of women for Southalls Sanitary Towels brings steady sales all the year round.
  - The "ORIGINAL" and most popular.
  - The "CELTEX" soluble; easily disposed of.
  - The "K." Made entirely of absorbent cotton wool, with very soft cover.
  - The "COMPRESSED." For Travelling. A very popular line.

SOUTHALL BROTHERS & BARCLAY LIMITED BIRMINGHAM
SOUTHALLS
SANITARY TOWELS

"STERAID" Regd. Dressings

Patent No. in Great Britain 221761/1924 and patented in all the principal foreign countries.

Patent Rotating Canister packing to retain aseptic conditions. In use, only the amount required is withdrawn and cut off. The remainder is not exposed

GAUZES.

| | Minimum Public Prices Each 6-yd. | 3-yd. | 1-yd. | Minimum Trade Prices Per Doz. 6-yd. | 3-yd. | 1-yd. |
|---|---|---|---|---|---|---|
| Sal Alembroth, Sublimate, Carbolic, Boric | 1/11 | 1/2 | -/7½ | 17/3 | 10/6 | 5/7½ |
| Plain Absorbent | 1/8 | 1/0½ | -/7 | 15/- | 9/4 | 5/3 |
| Double Cyanide | 2/- | 1/2½ | -/8 | 17/6 | 10/7 | 5/9 |
| Iodoform 5%, Picric | 2/8 | 1/6½ | -/9 | 24/- | 13/10 | 6/9 |

LINTS. PLAIN and BORIC.

| | Min. Public Prices | Min. Trade Prices |
|---|---|---|
| 2 in. wide | 9d. each | 6/9 doz. |
| 4 " | 1/0 " | 8/0 " |
| 6 " | 1/6 " | 13/6 " |

*ORDER THROUGH USUAL WHOLESALER.*
ROBERT BAILEY & SON LTD., Marriott Street Mills, STOCKPORT
'Phone: Stockport 2794 and 4166. London Office: SOUTHAMPTON ROW, W.C.1 Wires: "Undisputed, Stockport."

# The VACCA LOK-NEK

(PATENT No. 374495)

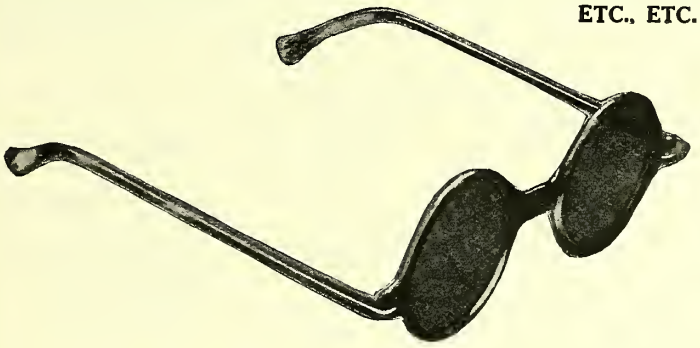
**STRENGTH - ENDURANCE - RELIABILITY - ATTRACTION**

A **better** seamless moulded hot-water bottle designed to give the retailer a safe protected profit margin **free from price-cutting.** Maintained selling price 2/11d.

**P. B. COW & Co. Ltd.,**
STREATHAM COMMON :: S.W. 16

# Seasonable Goods, Sun Glasses, Tennis Shades

ETC., ETC.



*We have Large Stocks of the following Seasonable Lines :—*

SUN GLASSES, TENNIS and EYE SHADES, POCKET COMPASSES, MAP MEASURES, PEDOMETERS, FIELD and MARINE GLASSES, PRISM BINOCULARS, Etc., Etc.

Our New Season's Illustrated List of above will give you full Particulars. Write for a copy.

JOHN BAIRD & SONS, *Wholesale & Manufacturing Opticians,*
70 MITCHELL STREET,
GLASGOW, C.1

*Telephone & Extensions :* CENTRAL 541
*Telegrams & Cables :* SPECTACLES, GLASGOW (A.B.C. CODE)

ESTABLISHED 1889

# NEW 'ASPRO' WINDOW DISPLAY

## Just off the Press

Here's news for 'ASPRO' distributors. A new 'ASPRO' Window Display is just off the Press. It is handsomely printed in six colours and is generally considered to be our best effort to date. It is an artistic adjunct to any chemist's window and should be a good sales puller. Might we suggest you write us so that we can send you one of these displays, post free, by return mail. 'ASPRO' advertising is still being pushed vigorously. The more often you show your display the greater result you will obtain from the advertising. So you see it is worth while writing to-day.

*'ASPRO' consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.*

ASPRO REG. TRADE MARK

**Agents: GOLLIN & CO. PTY. LTD.**

('Aspro' Dept.), SLOUGH, Bucks.

*Telephone: SLOUGH 608.*

MADE BY ASPRO LTD., SLOUGH, ENGLAND

*No proprietary right is claimed in the method of manufacture or the formula.*

## INCREASE YOUR SALES

and save money by using

## 'ASPRO'

### CHEMISTS' BAGS AND ENVELOPES

**— PRICES —**

| | |
|---|---|
| Kristal Envelopes - - | 2/6 per 1000 |
| Greaseproof 2oz. Bags - | 1/- per 1000 |
| Greaseproof 2oz. Bags (long) | 1/6 per 1000 |

CASH WITH ORDER

# BUY 'ASPRO' ON BONUS TERMS AND SAVE 17%

[42/30]

# The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

28 ESSEX STREET, LONDON, W.C.2

JULY 1, 1933


## ADVERTISEMENT TARIFF

**ALL ADVERTISEMENTS are PREPAID,** so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

**BUSINESSES WANTED and for DISPOSAL, PREMISES TO LET and FOR SALE, PREMISES WANTED, PARTNERSHIPS, GOODS for SALE and AGENCIES**—**6/-** for **50** words; every additional **10** words or less, **6d.** (Box No., **1/-** extra.)

**SITUATIONS OPEN**—**6/-** for **40** words; every additional **10** words or less, **6d.** (Box No., **1/-** extra.)

**SITUATIONS WANTED**—**2/-** for **18** words; every additional **10** words or less, **6d.** (Box No., **1/-** extra.)

**LEGAL NOTICES, TENDERS, AUCTIONS,** and all specially-spaced announcements, **1/3** per nonpareil line (12 lines = 1 inch single column). (Box No., **1/-** extra.)

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**EXCHANGE COLUMN** (for Retailers, etc.)—**Twopence** per word, minimum **2/-.** (Box No., **1/-** extra.)

**THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2**

*Telephone: Central* 6565 (8 *lines*). *Telegrams: "Chemicus, Estrand, London."*

## CLOSING FOR PRESS.

*All advertisements intended for insertion in this Supplement must reach us not later than* FIRST POST THURSDAY MORNING


# ORRIDGE & CO. 56 LUDGATE HILL, E.C.4

ESTABLISHED 1846 *Telephone No.: CITY* 2283

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

**We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements**

1.—PICCADILLY (Death Vacancy).—Good-class Business; established over 20 years; returns last year £3,348; gross profit £1,356; net profit averages over £700; long lease at reasonable rental; valuation terms entertained, in all about £2,250.

2.—SOUTH KENSINGTON.—Good-class Retail Business with Dispensing and Kodak Agency; returns exceed £2,100 per annum; net profit about £550; modern single-fronted shop fitted in light oak and very well stocked; living accommodation sublet to cover entire rental; long lease; price £1,625.

3.—HARROW (Death Vacancy).—Good-class Retail Business returning £30 per week under management; returns have been over £60 per week; large double-fronted shop very nicely fitted and fully stocked; good living accommodation; bathroom, &c.; long lease; price £1,050, which represents less than the value of stock and fixtures.

4.—PADDINGTON (near) (Death Vacancy).—Cash Retail Business with Kodak Agency; scope for increase by the addition of N.H.I. Dispensing; returns last year £1,309; good profits; single-fronted shop in prominent position on main road, well fitted and stocked; living accommodation available after sublet of £1 weekly; new lease will be granted at £105 per annum; price £700 or valuation terms entertained.

5.—VICTORIA (near).—Main road Cash Retail Business in prominent position at bus stop; returns last year approached £2,800, of which sum over £600 was from N.H.I. Dispensing; net profit £611; chartered accountant's figures; double-fronted corner shop amply fitted and stocked; new lease at £150 p.a.; sublets amount to over £100; house available after sublets; price £1,500 or valuation terms.

6.—STREATHAM (near).—Cash Retail Business with Kodak Agency; returns last year £1,380, increasing; corner shop in residential district; modern house, bathroom, garden, &c.; rent £80, or freehold could be purchased; price £625, or valuation terms entertained; vendor bought another business.

7.—PALMERS GREEN.—Medium-class Cash Retail Business situate in prominent position in busy main road; returns exceed £2,500 per annum; chartered accountant's figures; scope for increase; double-fronted shop nicely fitted and well stocked; further details on application.

8.—BOURNEMOUTH.—Medium-class Cash Retail Business situate in very good position in growing area; increasing turnover last year being approximately £2,350; double-fronted shop nicely fitted and very well stocked; good living accommodation; bathroom, &c.; lease will be granted or property could be purchased; valuation terms entertained.

9.—NORTH RIDING.—Good Middle-class Retail Business; established over 50 years; returns last year £1,616; accountant's figures; double-fronted corner shop well fitted and fully stocked; large convenient house; held on lease; price £250 plus stock and fixtures at valuation.

10.—KENT COAST.—Middle-class Cash Retail Business with Prescribing, N.H.I. and Kodak Agency; returns last year £1,324; net profit £452; double-fronted corner shop, well fitted and stocked; good living accommodation; rent £80, or property could be purchased; price £800.

11.—MID-HAMPSHIRE.—General Retail Business situate in excellent position in Country Town; vendor, who is 70 years of age, has neglected the business to the extent that the turnover last year was £926; scope for considerable increase; large double-fronted shop; spacious living accommodation; bathroom, &c.; large fruit garden; long lease; price £700 or near offer.

12.—LINCOLNSHIRE.—Country Retail Business; established over 30 years; returns £1,500 per annum; net profit about £350; single-fronted shop, well fitted and heavily stocked; good living accommodation with fruit garden and flowers; rent and rates approximately £53 per annum; price, one year's net profit for lease and goodwill, plus stock and fixtures at valuation; vendor taking over another business.

13.—DERBYSHIRE (Death Vacancy).—Mixed Retail Business with Dispensing connection and small amount of Wholesale; returns last year about £2,000; gross profit 40 per cent. on Retail and 70 per cent. on Wholesale; stock and fixtures worth about £850; living accommodation; price to include freehold £2,000, or lease would be granted at a rental to be agreed; premises worth about £1,000.

14.—SIDMOUTH (near).—Country Retail Business with Photography; returns £1,200 per annum; single-fronted shop, nicely fitted and fully stocked; 5-roomed house; large garden; rent and rates about £80 per annum; valuation terms entertained, in all about £950.

# Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

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1.—ESSEX (40 miles out).—Light country Retail Business; pleasantly situated; easily worked; returns over £2,100; books audited; low rent; small house attached; corner shop, well stocked; price £1,250.

2.—NORTH LINCS.—Well-established Country Retail Business; quite unopposed; returns last year £1,500; rent and rates £55, on lease; 8-roomed house; well-stocked garden, garage, &c.; price £1,200 or £350 plus valuation of stock and fixtures.

3.—NORTH-EAST COAST.—Old-established good Middle-class Business; main road position, seaside resort; returns over £1,600 last year; previous year £2,040; audited books; corner shop, with good house; heavily stocked; price £1,550, or offer.

4.—HANTS.—Cash Drug and Photographic Store; returning under manager £817; excellent profits; fine chance for qualified proprietor; central position, nice town; low rent; price £500.

5.—LONDON N. (few miles out).—Light Cash Retail, Prescribing and Photographic Business, with branch in rapidly growing district; returns average £41 weekly; good profits; low overhead charges; good stock; price £1,150.

6.—LONDON S.W.—Light Cash Retail, with good Photographic trade and N.H.I., in centre of large estate; returns nearly £1,550, net profit £395; house attached; large well-fitted shop; good stock; offers invited.

7.—HERTS.—Good Middle-class Cash Business, in good position; returns over £1,500, showing steady increase; net profit £420; books audited; rent £60, long lease; attractive modern Pharmacy, fully stocked; price £1,200 cash, or valuation terms arranged.

8.—MIDLANDS.—Working-class Cash Retail; returns over £1,000, increasing; modern attractive shop with house attached; stock and fixtures worth £300; price £450, or near offer.

9. KENT.—Unopposed Drug Store, with scope for increase in qualified hands; returns last year £769; excellent profits; rent £52 on lease; double-fronted shop with convenient house; good stock; owner retiring; price £500.

10.—SOUTH COAST.—Good-class Dispensing and Photographic Business, pleasantly situated on sea front; returns average £1,200; no immediate opposition; nice house and garden; own freehold for sale with Business; £1,000 mortgage arranged on freehold.

11.—HARROW.—Good-class Business; present returns about £1,600; neglected through illness and death of owner; plenty of scope; handsome Pharmacy, with good house; price for early sale £1,050, or first reasonable offer.

12.—NORTH LONDON.—Good Working-class Cash Business; N.H.I. £180 a year; returns last year £1,220, under manager; scope for increase; double-fronted shop with house attached; long lease; price £500.

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Wanted, by a private client, a Partnership, or Directorship with controlling interest in either a Wholesale Manufacturing Business or a Patent Medicine, latter preferred, can invest £10,000 upwards, all communications will be treated in the strictest confidence.

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(C2) WORTHING (NEAR).—Modern double-fronted pharmacy with exceptionally good potentialities; present returns approximately £1,700 per annum, with early prospects of substantial increase; prominent situation and very pleasant and congenial business to run; no near opposition; reasonable rental; exceptional opportunity.

(C3) KENT COAST (EAST).—Pharmacy, with living accommodation, self-contained, situated in small seaside town; average returns approximately £1,400 per annum; rent £80; long lease; purchase price £800, including stock and fixtures estimated at £550; turnover for 1933 showing steady and consistent increase.

(C4) BOURNEMOUTH.—Modern pharmacy, with compact self-contained flat (optional), showing steady and consistent progress; returns for last financial year £1,250, being an increase of nearly £300 over the previous year's figures; reasonable rental and purchase price; premises well situated and offering abundant scope for development.

(C5) CROYDON (NEAR).—Drug Store situated in growing residential district; present returns approximately £15 weekly, with excellent scope, particularly under qualified proprietorship; attractive and congenial house; no near opposition; very reasonable purchase price.

(C6) LIVERPOOL.—Attractive pharmacy with very good house, including garden and garage, for disposal together with freehold; turnover approximately £20 weekly, with plenty of scope for increase; good-class district; no near opposition; further particulars upon application.

(C7) LONDON, S.W.—Drug Store (lock-up), excellently positioned for pharmacy conversion; rent and rates approximately £72 per annum; good lease; reasonable purchase price.

(C8) EASTERN COUNTY (SEASIDE).—Established retail business, unopposed, with living accommodation (4 bedrooms), for disposal owing to genuine family circumstances; returns for last financial year £1184, with net profit approximately £350; good scope for increase; business and freehold can be purchased at very reasonable figure (approximately £900 capital required); further particulars upon application.

(C9) WATFORD (NEAR).—Established retail business with small optical connection, situated in middle-class residential district with little or no unemployment; turnover approximately £1,300 per annum; good scope for further development, as the district is increasing; purchase price approximately £850 (offers considered).

(C10) LONDON, S.E.—Good-class toilet and general retail business with living accommodation, very pleasantly situated in congenial and healthy district; present returns approximately £24 weekly; business very easily worked, and capable of further development; purchase price—goodwill £150, plus value of stock and fixtures; genuine reasons for disposing.

(C11) ISLE OF WIGHT.—Old-established retail and dispensing business, congenial to run, and prominently situated; turnover approximately £1,300 per annum, net profit £350 (approx.); living accommodation; rent and rates £66 per annum; good lease; reasonable purchase price.

(C12) SHROPSHIRE.—Drug Store, with small house attached, situated on main road of small old-fashioned country town; good scope for increase; rent and rates less than £1 weekly; purchase price (all-in) £300.

(C13) NORTH WALES.—Pharmacy, with living accommodation at present sub-let; returns for year ended February, 1933, £1,394; good scope for increase; net rent, after allowing for sub-let, £74 per annum; good private dispensing and N.H.I.; purchase price, lease and goodwill, £100; stock and fixtures at valuation.

(C14) BIRMINGHAM (NEAR).—Old-established pharmacy situated in pleasant outer residential suburb; returns for last financial year upwards of £1,200, with abundant scope for increase under young, energetic proprietorship; present owner retiring; purchase price to comprise value of stock and fixtures only (approximately £700).

(C15) SOUTH COAST (HOLIDAY RESORT).—Established retail business, with living accommodation, for disposal owing to continued illness of proprietor; average returns for past two years approximately £20 weekly, but these figures should be capable of considerable increase; property (freehold) can be purchased, or leased at an agreed rental; no near opposition; price (all-in) £400; exceptional opportunity for chemist with limited capital to acquire a genuine business offering good scope for development.

(C16) SOMERSET.—Drug store, with living accommodation, for disposal owing to retirement; all modern conveniences; present returns £15 weekly, and steadily increasing; very reasonable purchase price.

(C17) SURREY.—Congenial modern pharmacy with living accommodation, situated in pleasant residential district; returns approximately £20 weekly, with good scope for further increase; no near opposition; premises situated near to railway station; very reasonable purchase price.

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BIRMINGHAM (near).—A sound Business doing nearly £2,000 p.a.; price £1,850; splendid house attached. A branch suitable for a beginner, £475. A Drug Stores doing £10 weekly, £350, up-to-date fittings, &c. Another business doing £1,200, profit over £400; price £780. Each business open to every investigation. Audited accounts. Enquiries to 450/22, Office of this paper.

BOURNEMOUTH.—In good-class, rapidly developing district; bus and tram halt; Kodak, Ucal and Rexall Agencies; good opening for Optics; well-fitted, spacious and attractive Pharmacy; established 2½ years; turnover steadily increasing each month, present turnover £25 per week; a sound proposition; good reason for disposal; lock-up shop or with living accommodation; all in £500, plus stock at valuation. 454/28, Office of this Paper.

CHESHIRE.—Drug Store, Kodak, Selo, Ensign authorised dealers; sales average £10 weekly; no dispensing done at present; fresh stock, fittings, &c.; £180 lot; house, 2 entertaining, 3 bed, bath, scullery, washhouse, garden, &c., £570; mortgage can be arranged; no opposition; splendid opportunity. 451/34, Office of this Paper.

ESSEX.—Unopposed old-established Dispensing, Photographic and Agricultural Pharmacy; Kodak Agency; returns last year approximately £1,500; living accommodation; old-fashioned house; freehold; part sublet; price, stock, goodwill and premises, £2,200. Apply 452/22, Office of this Paper.

LANCS. COAST.—Established Chemist and Optician's Business; well fitted and stocked; increasing turnover for past 4 years, and genuine scope for improvement; main road, double-fronted, good position; long lease; excellent living accommodation; last year's gross profit £579; rent, rates, light, gas, for house and shop £160; chartered accountant's figures; genuine, any trial; bona fide reason for selling; price £1,100; genuine enquiries only. 453/13, Office of this Paper.

LONDON.—The goodwill and benefits of the trade connection (including stock and fixtures) of Messrs. J. B. Hay & Co., Ltd., Wholesale Druggists' Sundriesmen, of 47 Rupert Street, W.1, are for disposal. For full particulars apply to T. A. Lobley, F.C.A., Liquidator, 114 Cheapside, E.C.2.

LONDON, N.—Family Business; N.H.I. average 500 month; turnover last year £1,400; gross profit £560; stock £400; good accommodation; garage; price £850; lease 6½ years, at £80; 21 years' lease could be obtained. 453/17, Office of this Paper.

LONDON, S.E.—Bargain for young pharmacist commencing; average turnover for last 23 weeks £19 5s. per week; lock-up shop, beautifully fitted; rent, inclusive of rates, only £39 per annum; price £150; stock optional (at valuation); now under management; wants personal attention. 448/15, Office of this Paper.

LONDON, S.W. (main road).—Good Middle-class Retail Business, with N.H.I. and Kodak Agency; nicely fitted and well stocked; reasonable rental; owner is prepared to sell for price of stock and fittings, plus a reasonable amount for goodwill. Apply "Donnington," 454/29, Office of this Paper.

MIDDLESEX, Riverside.—Drug and Photographic Stores, established 11 years by Unqualified man; now averaging £19 p.w., and has done more; small lock-up shop in good position, main road, shopping centre; extremely low rent on lease; Qualified Chemist should double; excellent scope to add N.H.I.; very low price of £375, includes stock about £125. P.C.B. 81/5, Office of this Paper.

NORTHERN CITY.—Splendidly-equipped, easily-managed Business; Drugs, Prescribing, Specialities, little Photography, no Panel; turnover £21 weekly, over half profit; nett price or valuation; accountant's figures; reason—neglecting main shop. Apply 454/8, Office of this Paper.

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Personally conducts VALUATIONS for TRANSFER, PROBATE, PARTNERSHIPS, also annual STOCKTAKING, in all parts of the British Isles, upon strictly moderate terms. Interviews arranged to meet pharmacists' convenience, and all matters treated confidentially.
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POOLE.—No reasonable offer refused for an old-established Family Dispensing Business returning £62 per week; could be purchased at an all-in figure or valuation terms; stock approx. £700; fixtures and fittings £600. Also a small business at Hamworthy; a new lease will be granted for 7 years at £130 p.a.; last year's turnover, £410, could easily be doubled; shop in very good position; practically no opposition; stock approx. £70; fixtures £75. Fuller particulars apply: Parkin S. Booth, Kimberley House, 14/17 Holborn Viaduct, E.C.1.

SOUTH COAST Chemist's Business for sale; returns £1,000 under management; capable of considerable increase under personal supervision; price £400; rent £1 weekly; lock-up shop; no agents. 452/31, Office of this Paper.

SOUTH WALES.—Mining, old-established, lock-up; lease expiring shortly, new lease granted; rent now £70; General Retail, N.H.I., Wine-Med., Kodak Agency, &c.; good opening for Optics; stock and fixtures £800; price £900, or valuation plus £100; health reasons; genuine enquirers only. Radium, 454/21, Office of this Paper.

SOUTHPORT.—Recently established Business; good-class residential district; lock-up shop; rent 10s. per week; present returns small; easily increased by young, energetic chemist willing to work hard to build up good family connection; price, including £160 stock, fittings and fixtures, £200 or near offer. 450/15, Office of this Paper.

WEST RIDING.—Centre of busy town, Cash Retail, Kodak and Wines; average returns last 3 years £1,697, average net profit £372; N.H.I. scripts average 630 monthly; stock estimated £475; accept £575 or near offer; business rather neglected last 12 months, vendor having other interests. Marsden, Valuer, 29 Oakwell Crescent, Leeds.

WORCESTERSHIRE.—As going concern, Photographic Dealer's and Kodak Agency, good D. & P. connection; well-stocked double-fronted shop; stock and fittings at valuation; large studio as part of fittings; well-equipped workrooms; good living accommodation; moderate rent; lease can be obtained; accounts proved; excellent opening for Chemist; owner retiring; established 1906; moderate price for quick sale. 453/18, Office of this Paper.

YORK.—Unopposed, main-road position; smart Lock-up Shop; fitted modern style, good windows; Kodak Agency, big scope Photo Trade; open 7 months, already taking well over £20 a week, increasing rapidly; sound, urgent reasons for disposal; every facility for investigation; rent, including central heating, £100; rates £50; stock £250; price, all in, £400. 454/14, Office of this Paper.

YORK, YORKSHIRE.—Old-established business and property for sale; property includes bath, hot and cold water, electric light, house in good condition; in same family about 100 years; price for property, business and fixtures, £700; if property not required will sell business and fixtures for £200. 452/38, Office of this Paper.

BARGAIN.—£190 all at; lock-up shop, main road; well stocked; takings average £14 per week; N.H.I. Dispensing; rent £1 weekly inclusive; easily worked; suit beginner or elderly pharmacist. Apply B. C., 25 Anley Road, London, W.14.

CHEAP FOR QUICK SALE.—An unopposed, well-established Drug and Photographic Stores in main shopping street of growing town; living accommodation, with small garden; good scope for increase of business by Qualified man. 454/33, Office of this Paper.

CHEMIST'S Business, well stocked and fitted; turnover £1,500 p.a., with scope for increase; many years established best position; long lease granted and option renewal; every help given after purchase to introduce buyer to customers; this is an opportunity to secure a sound concern at £750 all in. Apply 450/11, Office of this Paper.

CHEMIST'S (Dispensing); splendid unopposed position, rapidly growing high-class residential district near Weybridge; rent £130; lease 18 years; modern premises; smart double-fronted shop, 4 rooms, bathroom; turnover £1,000; best profits; audited accounts; no Sunday opening; £550, includes about £300 stock. Lansley, 53 Friar Street, Reading.

FOR SALE.—Drug Store, South of England; modern lock-up; well stocked and fitted; good Prescribing, Photography and Counter trade; annual takings average £1,000, and not falling; improvement certain owing to railway developments; Qualified in demand, and could double cash required; price all at £750; good reasons for sale. Further particulars 450/20, Office of this Paper.

FOR SALE.—Old-established Business a few miles from Cardiff; Wine Licence, Rexall, Cupal and Kodak Agencies; reasonable price for cash, about £800; any lease granted. 454/2, Office of this Paper.

FOR SALE, Western County, good Middle-class Dispensing and Prescribing business, with Photography; turnover about £1,700 per annum, plus N.H.I., averages about 350 monthly; good scope for Optics; full particulars to genuine buyers; no agents. Address in first instance 452/37, Office of this Paper.

GOOD-CLASS Business for sale in pleasant London Suburb; genuine reason for disposal; valuation terms, with £200 for goodwill; approximate total £900; no agents. Particulars, on receipt of references only, from 450/19, Office of this Paper.

OLD-ESTABLISHED Chemist's Business; busy main road, S.E. London; long lease; lock-up shop; 4 rooms at present sublet; rent £2 per week inclusive; turnover £12 to £15 under management, capable of increase; particulars on application to genuine applicants only. 452/24, Office of this Paper.

ONE of the best Country Businesses in the North, market town; good turnover; almost unlimited scope; old established; capital required £4,000. Genuine inquiries to 450/24, Office of this Paper.

PHARMACY for sale, Leytonstone; well fitted and stock all saleable; rent £40 p.a., rates £20; last year's turnover £990; genuine, bona-fide buyers only, no agents. 450/280, Office of this Paper.

QUICK SALE, BRIGHTON.—Old-established Pharmacy; living accommodation; very favourable lease; owner must sell; £850 or near offer. 223/971, Office of this Paper.

WELL-FITTED Pharmacy, Kingston/Thames; no goodwill; fixtures, fittings and stock; good position; moderate rent; bona-fide buyers only, no agents. 450/281, Office of this Paper.

## COLONIAL, INDIAN AND FOREIGN.

YOKOHAMA.—British Pharmacy for disposal; well established and showing good profits; sales increasing annually; clean stocks and fixtures; good living accommodation above pharmacy; exceptional opportunity for live young Pharmacist to make money; all at £900, which represents value of stock and fixtures; full particulars on receipt of reference. Barnwell, c/o Dr. W. Hinds, Guildford Road, Knaphill, Surrey.

# BUSINESSES WANTED.

COAST.—South preferred; turnover £5,000 approximately; a good price will be paid for the right concern; cash purchaser who has just sold his own two businesses waiting. Apply in strict confidence to Orridge & Co., 56 Ludgate Hill, E.C.4.

LONDON (preferably West End or near).—Private Chemist, with capital available for immediate purchase, requires sound business, preferably with scope for development; must be producing, or capable of producing, a present net income of not less than £550/£600 per annum; this inquiry is absolutely genuine, and negotiations can be opened at once with vendor of first suitable business; all information treated in strict confidence. 223/978, Office of this Paper.

MANCHESTER.—Chemist's Business or Drug Store required, thickly populated working-class district; main road preferred; cash transaction. "Statim," 449/400, Office of this Paper.

PHARMACIST, capital £1,200, desires position in Good-class Business with view to early partnership or succession; he would consider purchase of suitable business; living accommodation not required. 454/26, Office of this Paper.

## PROPRIETARY ARTICLE BUSINESS WANTED FOR CASH.

ESTABLISHED trade mark with not less than three years' record of profits wanted by one of our clients. State trades sold, approximate turnover and net profit in confidence to G. S. Carter, Managing Director, Rudolf Mosse, Ltd., Advertising Agents, 3 Brettenham House, Wellington Street, London, W.C.2.

WANTED by advertiser, business returning from £15 to £25 a week, in or near London. Particulars to Chemist, 28 Fulham Park Gardens, S.W.6.

# PREMISES TO LET.

ADJACENT to Baker Street.—Splendid opening for Chemist; capital shop, 17 ft. by 40 ft., and basement, available in Berkeley Court, the newly-erected magnificent block of flats almost opposite Baker Street Tube; rent £300 per annum. Sole Agents, Hillier, Parker, May & Rowden, 27 Maddox Street, W.1. Tele. Mayfair 7666.

# PREMISES FOR SALE.

LEEDS.—No. 31 Aire Street for Sale privately or by auction on July 11, 1933; centrally situated commodious freehold warehouse premises; floor area about 1,200 square yards; hoist all floors. Agents: Jackson Stops & Staff, "Survey House," 15 Bond Street, Leeds, or 16 Queen Street, Mayfair, London, W.1.

CHEMISTS and Druggists, &c., seeking new premises; splendid opportunity occurs in central shopping parade on fast developing area; no opposition; modern shops, front fitted; ample living accommodation; £1,350 freehold; no legal costs. Particulars from D. Salmon, Estate Office, 4 Hampden Hill Parade, Romford. 'Phone: 1465/1496.

IMPOSING New Shop for sale in rapidly developing district, opposite station; splendid opening for Chemist; excellent living accommodation; price freehold £1,650, including shop front; very easy terms arranged. Apply Nicoll & Sons, 82A Broadway, Bexley Heath. 'Phone Bexleyheath 840.

# APARTMENTS.

A Good home for Chemists coming to London.—Room, breakfast, lunch and supper, £1 18s. 6d. to £2; partial board if desired; recommended personally by previous chemist boarders; modern house and every convenience. Bide-A-Wee, 26 Mornington Crescent, London, N.W.1. Tele. Museum 4841.

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COUNTY BOROUGH OF HALIFAX.

ST. LUKE'S HOSPITAL.

DISPENSER.

THE Health Committee of the Halifax Corporation invite applications for the position of Dispenser at St. Luke's Hospital, at a salary of £200 per annum.

Applicants must be Members of the Pharmaceutical Society of Great Britain, and preference will be given to those having Hospital experience.

The successful candidate must devote the whole of his or her time to the service of the Hospital and will be required to pass a medical examination.

Applications must be submitted on the official form, which may be obtained from the Medical Officer of Health, Powell Street, Halifax, and returned to the undersigned, together with copies only of not more than three recent testimonials, endorsed "Dispenser," not later than first post on 3rd July, 1933.

PERCY SAUNDERS,
Town Clerk.

Town Clerk's Office,
Town Hall,
Halifax.
19th June, 1933.

CUMBERLAND INFIRMARY, CARLISLE.

DISPENSER.

THE Committee of Management invite applications from fully Qualified Lady Dispensers for the above post. M.P.S. qualification essential.

Salary commencing at £190 per annum, rising by annual increments of £10, subject to satisfactory service, to £210. Lunch and tea provided.

Duties to commence August 14.

Applications must be received by first post on Wednesday, July 12.

Full particulars and form of application can be obtained on receipt of a stamped addressed foolscap envelope from

J. G. HOWITT, Secretary.

THE GENERAL HOSPITAL, BIRMINGHAM.

APPLICATIONS are invited for the post of Chief Pharmacist; to take charge of the Dispensary, with its subsidiary Departments and Staff, and also the training of students. Experience in the purchase of supplies and instruments would be an advantage. Preference will be given to candidates between the ages of 30 and 40. Hospital experience essential.

Applications, with copies only of three testimonials, giving age and full details and salary required, which will be inclusive of dispensing and medical students' fees, should be sent to the undersigned by July 19th, 1933.

June 28th, 1933. A. H. LEANEY,
House Governor.

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NORMAN'S SALE ROOMS, 5 LITTLE BRITAIN, LONDON, E.C.1 (close to G.P.O.).

Excellent, well-made CHEMISTS' SHOP FITTINGS, Drug Runs, Wall Showcases, Glass-fronted Counters, Silent Salesmen, Mirrors, Cash Tills, Glass Shelves, &c.

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## BUSINESS OPPORTUNITIES.

AMBITIOUS Youth offered opening to train as Assistant Sales Manager with Progressive Established House, Proprietors of branded Toilet Soaps, &c., and Sole Agents for well-known foreign Pharmaceutical Proprietaries; premium required £150, repaid as salary with bonus in one year; exceptional prospects; permanent post, together with offer of interest in business if desired. Write fully 453/34, Office of this Paper.

FULLY-EQUIPPED Sight-Testing Room available at City Chemists; moderate rental or profit-sharing basis. Write Optician, 453/22, Office of this Paper.

## PARTNERSHIPS.

A QUALIFIED Continental Chemist, with capital up to £8,000, desires to settle in England and purchase a partnership or a directorship either in a reputable small wholesale concern or in a small retail company (with a central warehouse, and possessing sound paying businesses), with a view to enlargement and further general development; an equal or controlling interest would be preferred. For further information and private introduction, please apply, under guaranteed assurance of confidence, to Ernest J. George, 329 High Holborn, W.C.1. Telephone: Holborn 1167.

## AGENCIES.

A MANUFACTURING Firm wishes to get in touch with a house with a large selling organisation to handle the following goods: Ladies' Patent Powder Boxes, Powder Packings, Lipsticks, Cream Containers, &c.; large profit. Write P.C.B. 81/9, Office of this Paper.

AGENT with good connection wanted for England by large foreign manufacturer of rubber sponge goods. P.C.B. 80/38, Office of this Paper.

BUSINESS Man (Ph. Chemist), visitor from New Zealand, invites inquiries firms interested Sales Representation Australia or New Zealand; salary and commission; live salesman; strong personality. P.C.B. 81/12, Office of this Paper.

SOLE Large District Distributors wanted for own account for First-class German-made safety Razor Blades of all systems; low prices; big chances of good profits. Reply 451/32, Office of this Paper.

## SITUATIONS OPEN.

### RETAIL (HOME).

BRIGHTON, in Residential District; Unqualified Assistant, Permanent; must be accurate Dispenser and tactful at counter; apply giving particulars—age, experience, when disengaged, salary desired, &c., to M.P.S., 453/5, Office of this Paper.

LONDON, N.—Assistant, male, Unqualified, competent, with good Dispensing and Counter experience, required; give full particulars and state salary required; applications not answered in 3 days respectfully declined. A. J. Dodd, 128 Myddleton Road, Bowes Park, London, N.22.

LONDON, North-East.—Assistant, Qualified (permanency if suitable); quick and accurate Dispenser; N.H.I. and general Retail; state age, particulars, and salary expected (must be very moderate); applications not answered in seven days respectfully declined. 452/39, Office of this Paper.

LONDON, N.W. District.—Young Qualified Assistant, lady or gentleman, required immediately; must have all-round experience; permanency if suitable. Write or call, The Parade Pharmacy, Columbia Avenue, Edgware, Middlesex.

LONDON, S.E.—Qualified Manager required for branch, with or without living accommodation; busy N.H.I. and Photography. Full particulars to 450/29, Office of this Paper.

LONDON, S.W.—Unqualified Assistant (gent.) required from July 3 to September 16; age 25-30; must be capable Dispenser and Counter-hand. Apply, with full particulars of experience and salary required, to 450/8, Office of this Paper.

MANCHESTER.—Unqualified Assistant required (30); fully experienced in all its branches; permanency for a reliable, good man, with knowledge of Optics preferred; total abstainer; state salary and full particulars. "Aspirin," 449/40, Office of this Paper.

MANCHESTER Suburb.—Wanted, Qualified Assistant to take charge of small branch single-handed; would suit elderly man requiring easy berth; please give usual particulars and state salary required, which must be moderate; applications not answered one week declined with thanks. 450/31, Office of this Paper.

MIDDLESEX.—Qualified Assistant required at once, young man under 30; permanency. Please send details of experience, age and salary required, to 454/13, Office of this Paper.

A QUALIFIED male Assistant required in London, N.1, at once; state age, experience and salary required. 450/4, Office of this Paper.

ASSISTANT, Qualified, single, young, for good-class Dispensing, light Retail and Photographic; full particulars, salary and photo. Ward & Woodman, Gloucester.

ASSISTANT, Qualified (25-30); good Counter-hand and Window-dresser; Dispensing experience necessary; living accommodation as part salary; full particulars first letter. C. J. R., Oaklyme, Malden Road, New Malden.

ASSISTANT, Qualified, male; reliable Dispenser, practical experience in D. & P. work; state age, height, salary required, and usual particulars, A. J. Hall, 97 High Street, Maidenhead.

CHAUFFEUSE-DISPENSER required; must be experienced in Bookkeeping. Apply with copies of recent testimonials and photograph, giving full details of experience, age and height, and salary required, to Dr. Tewfik, Gillingham, Kent.

HEAD Dispenser required by large departmental store; knowledge of store routine essential. Write, giving fullest details of experience, qualifications, age, &c., to P.C.B. 81/11, Office of this Paper.

JUNIOR Assistant wanted for fortnight commencing July 10. Particulars by post only to Pritchett, Chemist, 28 Abbeville Road, Clapham Park, S.W.4.

JUNIOR Improver (20-22), either sex, required, with knowledge Optics preferred, for general counter duties. The Prosser Roberts Co., Pharmaceutical Chemists, 13 Church Street, Camberwell, Loudon, S.E.

LADY Pharmacist wanted end of July as Manageress in Kentish main-road village, with girl assistant; state full particulars, education career, experience and salary, which must be moderate, and for indoors, copies of testimonials and photo. Eacott, Teynham.

LOCUM wanted immediately, lady preferred, qualified, to end September; state age, references, salary. Broom, Photographic Chemist, Lynton, N. Devon.

LOCUM, Lady (Minor), for 2 weeks July or August; Dispensing and Retail (London area); please state terms. 454/35, Office of this Paper.

LOCUM, July 10 for 3 weeks, S.W. London district, light middle-class Retail. Full particulars as to age, experience and salary expected to 453/28, Office of this Paper.

LOCUM, Qualified, 3 or 4 weeks in August, London S.E.; middle-class, with light Counter, N.H.I. and Photographic. Age, wages and date available to P.C.B. 81/13, Office of this Paper.

LOCUM, Qualified, lady or gentleman, required for 6 weeks commencing July 3; duties very light; free Sundays; quote moderate terms and include references. Apply E. C. Wright, Chemist, Nuneaton.

LOCUM.—Qualified Chemist and Optician required; possible permanency. Reply by letter, giving full particulars, stating when disengaged, to W. Linsley, Esq., 308 Earl's Court Road, S.W.5.

LOCUM, Unqualified, required July 31 to August 12; West End experience preferable. Write, stating age, salary, experience, &e., Marsons, 123 Baker Street, W.1.

MANAGER, soon, for new business, on Western outskirts of London; must be experienced and reliable; give full particulars, stating salary required. 453/27, Office of this Paper.

QUALIFIED Assistant for High-class Pharmacy, with knowledge of Photography; state age, height, married or single, salary asked, with references and date free; photo. Apply Hinton Lake & Son, Ltd., Exeter.

QUALIFIED Assistant for London area, Scotsman preferred, required to commence duties on July 24, willing to accept a nominal salary and commission to commence; a real opportunity for a live man with personality and ability, courteous and obliging. Write, stating fullest particulars and salary required, to 454/11, Office of this Paper.

QUALIFIED Assistant, of good appearance and personality, used to West End business, required as Manager; small salary; good prospects. Reply with full particulars to P.C.B. 81/4, Office of this Paper.

QUALIFIED Chemist and Optician required to superintend high-class Pharmacy; permanent progressive post will be offered to suitable applicant; reply giving full particulars of past experience especially in practical optics, also age, height and photo if possible. 454/15, Office of this Paper.

QUALIFIED Junior Assistant, well up in N.H.I. Dispensing and Counter-work, "soon as possible"; permanency if suitable; salary to commence £3, increased if business warrants; please state age, height, if disengaged, &c. W. L., 39 Devons Road, E.3.

QUALIFIED Lady wanted, immediately. Call Liffs, Cash Chemists, 235a Commercial Road, E.1.

QUALIFIED Manager and Optician for new business in outer West London; must be capable; give full particulars, &c., and state salary. 453/270, Office of this Paper.

QUALIFIED Manager, married, for immediate vacancy; must have a sound all-round knowledge of good working-class business; to live in house attached to shop; personal application preferred. Fairfax, 116 Seymour Street, Euston, N.W.1.

QUALIFIED Manager required at once for high-class Dispensing Business in Buckinghamshire, with good living accommodation; applicants must be married and about 30 years of age. Full particulars in first letter, age, height, experience and salary expected, to 223/974, Office of this Paper.

REQUIRED to commence July 10, 1933, Qualified gentleman or lady; permanency; salary to commence £3 per week; apply stating age, experience and references, with photo, returned if stamped addressed envelope enclosed. 450/28, Office of this Paper.

SMART young single man, Unqualified, with aptitude for wholesale travelling (2 or 3 days weekly), to assist part time in manufacturing and packing, &c.; keen selling ability, confidence and basic knowledge of drug trade essentials; Grimsby district. Particulars of experience, salary wanted to 449/39, Office of this Paper.

TEMPORARY unqualified Assistant, to commence July 10; full particulars in first letter, age, experience, salary required, &c. Howarth, Chemist, Stevenage, Herts.

UNQUALIFIED Assistant, about 30, for Birmingham; must be real good Window-dresser and obliging Counterman; salary, height, references, &c., in first letter; half-trained men need not apply. 453/15, Office of this Paper.

UNQUALIFIED Assistant (20-30) required; smart, tall; Window-dresser. Send references, wages required and photograph, with stamped envelope to Smith, Chemist, Peterborough.

VACANCIES occur for two Qualified Assistants in North-East Coast Town; applicants must be good at Counter and capable Dispensers; full particulars in first letter; applications unanswered within 14 days respectfully declined. 222/957, Office of this Paper.

WANTED.—A smart Qualified Assistant for Cash Family Business, and heavy Insurance Dispensing, in the West Riding. Apply to "Aspirin," c/o 451/25, Office of this Paper.

WANTED at Once, Qualified Junior for good-class business; must be quick and willing; state age, height, experience and salary required. W. E. Matthews, Ltd., 40 George Street, Croydon.

WANTED at Once, young Qualified Assistant, Midlands; permanency for right man. Apply 454/34, Office of this Paper.

WANTED immediately for relief, week or so, young lady Assistant, accustomed to Counter work, no dispensing; suit one living in district. W. T. Fuge, 53 High Street, Teddington, Middlesex.

YOUNG Lady Assistant wanted immediately, also Lady Assistant with some knowledge of D. & P. Apply, with full particulars of experience, stating age, height and salary required, to Oliver's Chemists, 44 Watling Avenue, Burnt Oak.

YOUNG Lady as Perfumery Saleswoman in Departmental Store; one just completed apprenticeship and requires further experience would suit. Write Manager, Drug Department, Jarrold & Sons, Ltd., Norwich.

YOUNG Qualified Assistant wanted immediately; must be good Window-dresser; permanency; apply stating age, height, and salary required; excellent accommodation found near. Davy's, 181 High Street, Penge, S.E.20.

YOUNG Qualified Assistant required at once; reliable Dispenser, Window-dresser and Counterman. Apply, giving full particulars and wages required, to Richards, Chemist, Selsdon, S. Croydon.

## WHOLESALE.

LONDON Export Druggists require experienced Pricing Clerk for Drugs, Sundries and Patents, to take charge of invoicing department; good prospects right man. State in confidence salary required, previous experience, to 222/960, Office of this Paper.

ABSOLUTELY unique line that sells to 7 chemists out of 10, open for representation; stocked all wholesalers; advertising appears totally unnecessary; Midlands, North, South Coast, North, East and South-East London open; commission and repeats to commence; small capacity line. P.C.B., 80/25, Office of this Paper.

ANALYTICAL Qualified Chemist required for Yorkshire house; age about 30; must possess good all-round practical works knowledge of the Assaying of Drugs and with full experience in other branches of Analytical Work for Medicinal Chemicals and Concentrated Foodstuffs. State age, experience and salary required to 223/973, Office of this Paper.

CHEMIST required, experienced in the manufacture of Bismuth Salts. Apply, stating qualifications, 223/962, Office of this Paper.

COSMETIC Manufacturers require Representatives calling on Chemists, Drapers, Hairdressers, and Smallware Dealers; substantial commission basis; districts open—London, South Coast, Midlands, Lancashire, Yorkshire and Scotland; only men with sound connections need apply. "Marvira," 11-17 Carter Street, Greenheys, Manchester 15.

ESTABLISHED Travellers required immediately on 10 per cent. commission; retail shops only; all districts south of Hull; well-advertised new line. 454/31, Office of this Paper.

MANUFACTURING Chemists (old established) require Qualified man with up-to-date works experience, in addition to academical qualifications; must be used to controlling staff; developments contemplated; excellent opening for ambitious and competent man. State in confidence previous experience, age, salary required, to 222/961, Office of this Paper.

PILL Maker required for Manufacturing Chemists in Manchester district; must be fully experienced in manufacture and coating of all kinds Applicant should state age, wages required, and complete details of past experience to 222/947, Office of this Paper.

REPRESENTATIVE.—A first-class house manufacturing pharmaceutical products and foods will shortly be appointing additional representatives; applications for these positions are invited from male Qualified Pharmacists, preferably single and between the ages of 25 and 30; the fullest details of career should be submitted; the positions are progressive and call for intelligence, self-reliance, industry, and the ability to sell to professional and trade customers; previous representative experience is not, however, essential. Applications received up to July 25 will be considered, and should be sent to 223/964, Office of this Paper.

REPRESENTATIVE for Lancashire required to call upon Doctors, Dentists, Veterinary Surgeons and Chemists with high-class British Proprietaries. Applications will only be considered from gentlemen owning a Doctors and Veterinary connection recently worked. State age and firms previously represented, and supply details of importance in first letter. Apply "T.," 223/970, Office of this Paper.

REPRESENTATIVE.—Old-established Manufacturing House requires the services of a young and active Representative, Qualified or with some Retail experience preferred, to work and extend existing connection in the North of England; state territory covered, experience and nature of goods previously carried, age, remuneration required and when available all in first letter, which will be treated in confidence; only men with actual travelling experience need apply. "London," 223/967, Office of this Paper.

REPRESENTATIVES, for Greater London and Provinces, to carry new patent lines to Chemists; sound contact necessary; very good prospects for men with proved abilities; someone who already has the agency for other, but not competitive, product will do. British Lecithin-Leffermint Co., Ltd., 4 London Wall Buildings.

REPRESENTATIVES required throughout Great Britain to carry the old-established Kraska Nail Polish and Kraskol Under-Arm Deodorant; part expenses and ample commission to salesmen of proved ability; National Advertising Campaign now in progress; only those possessing sound connections with Chemists, Hairdressers, Stores, &c., need apply. Full particulars to the Kraska Co., Ltd., 65 Portobello Road, W.11.

REQUIRED for London and Home Counties by high-class Manufacturing Biological and Pharmaceutical Chemists; representative with good education and connections among medical profession and hospitals; knowledge of medicine an advantage; local residence essential. 223/966, Office of this Paper.

REQUIRED.—Men with high-class connection to sell "Sunsweets," Ltd., Chemists' Quality Confectionery in Midlands, Lancashire, Yorkshire and South Coast; own car an advantage. Reply, stating age and full particulars, to Sunsweets, Ltd., Russell Street, Peterborough.

TABLET and Coating Pill Maker required for Manufacturing Chemists in London; must be fully experienced; good mechanic. Applicant should state age, wages and past experience to 223/976, Office of this Paper.

TRAVELLERS required; car essential; proved connection London and Home Counties for sell-at-sight non-competitive new 2s. 6d. retail line for Chemists, Ladies' Hairdressers, Herbalists, Fancy Stores, and others; liberal terms. Dept. X., Bucland, Ltd., 17 Holborn Viaduct, London.

WANTED, a smart Representative, with car, preferably in the Drug Trade, to take up a few special lines on commission for a Surgical House; a connection is already established. Apply 223/972, Office of this Paper.

WANTED.—Chemist to manufacture and run a special toilet preparation, one with intimate knowledge and experience. Particulars to 223/969, Office of this Paper.

WANTED.—M.P.S. Junior, female, wanted for a small commercial Laboratory; 17 miles from London, on the Metropolitan; principally routine work, but opportunity for development. Write, stating age, salary required, &c., to 223/975, Office of this Paper.

WANTED.—Representative calling already on Chemists, Druggists, Hairdressers, &c., who will also carry an unrivalled, really good new line of bath tablets (competitive prices) on generous commission basis to commence. Write appointment, D. R., 6 Bloomsbury Street, W.C.1.

WANTED.—Travellers with good retail connections to carry two excellent proprietary medicines as additional lines on commission basis. 453/3, Office of this Paper.

WHOLESALE Druggists require an additional Representative for London for Drugs and Packed Goods; must have live connections. Full particulars in confidence to 223/963, Office of this Paper.

## COLONIAL, INDIAN AND FOREIGN.

BRITISH COLONY.—Leading firm of Chemists employing ten English Pharmacists have an early vacancy for a Qualified unmarried Assistant between 22 and 28 years of age; full information will be forwarded to suitable applicants who send particulars of their age, date of qualification and experience in retail Pharmacy; engagement will be made by the directors in England. Apply 223/968, Office of this Paper.

INDIA.—Pharmacist (26-30), single, wanted as Manager's Assistant in Wholesale Office; 3 years' agreement; good salary; passages paid. Send photo with testimonials, and particulars of education and experience to 223/965, Office of this Paper.

# SITUATIONS WANTED.

## RETAIL (HOME).

A.A.A.A.—QUALIFIED (26), with good references and appearance, 2 years Manager, desires change; wide experience; anywhere. 454/19, Office of this Paper.

A.A.—ASSISTANT or Manager (38; married); 20 years' all-round experience; desires change where qualification is not essential; proved selling ability and commanding personality; present berth 10 years. 449/29, Office of this Paper.

A.A.—ASSISTANT (21) requires situation, locum or permanency; excellent all-round experience; disengaged. 47 Aldbourne Road, W.12.

A.A.—UNQUALIFIED; 10 years' high-class experience; locum or permanency; Haslemere or Guildford district preferred; abstainer; 5 years last post. Cowie, 28 Grove Hill Road, Tunbridge Wells.

A.—LADY Dispenser, Qualified, experienced, requires post; Doctor, Chemist; disengaged. Taylor, 7 Haven Terrace, Ealing, W.5.

A PHARMACIST, M.P.S. (52), requires situation (not London); 12 and 8 years last situations. Rhei, 450/14, Office of this Paper.

AS Locum, Manager or Holiday Relief (34), Qualified; excellent references; all-round experience. M.P.S., 7 Aukland Road, Liverpool.

AS Reliable Man; over 30 years' London experience; Counter, Bookkeeper, Dispenser; worker; accept anything. "Prescriber," 130 Scott-Ellis Gardens, N.W.8.

ACCRINGTON.—S. H. Sidebottom, M.P.S., recommends as Junior Assistant A. E. Barton, Senior Apprentice, of 4 years' experience; honest, trustworthy and reliable. 374 Blackburn Road, Accrington.

ADVANCED Medical Student (23); fully conversant with drugs; good Prescriber; requires one year's experience in good-class business; Liverpool or London. 449/13, Office of this Paper.

ADVERTISER (37), Qualified, married, abstainer, reliable, 11 years managing, desires change from present position; South preferred; living accommodation. 452/16, Office of this Paper.

ASSISTANT; Manage, all branches; Prize Photographer, expert Salesman; tall, abstainer, Unqualified; Hospital experience; West End 10 years. MacLellan, Wotton-under-Edge.

ASSISTANT (55), Unqualified, experienced Dispenser, Counter, Window-dressing, Photography; married. Wilson, 71 Antill Road, Bow, E.3.

ASSISTANT (30), Unqualified, 15 years' experience; Dispensing, Counter and Photographics; disengaged; will interview. Huxtable, 73 High Street, Gravesend.

ASSISTANT (27), Unqualified; 12 years' experience, town and country; Counter, Windows, Dispensing; worker with personality; free August 7. 449/27, Office of this Paper.

ASSISTANT, Unqualified; excellent references; 20 years' experience Dispensing, Counter; reliable, abstainer; disengaged. Mac, 35 Parolles Road, N.19.

ASSISTANT, Unqualified, single, active; general all-round experience; permanency; personal interview; London only. Jones, 8 Kingswood Avenue, Queen's Park, N.W.6.

ASSISTANT (23), "Square" trained, Unqualified, Window-dressing, Dispensing, Photographic, Counter; 6 years' experience; locum or permanency; disengaged. Segal, 304 St. Paul's Road, N.1.

BRANCH Manager, Qualified; successful; thoroughly recommended; recently 3 years Suburban (Surrey). "Aspro" (now locum), 331 West Green Road, N.15.

CHEMIST (48), Scot, desires management or locum, experienced, London or Provinces, disengaged. "Chemist," St. John, Prince Avenue, Westcliff-on-Sea.

DISPENSER, Lady (Hall); 13 years' experience in Dispensing, Counter and general routine; seeks position with Chemist; busy shop preferred. 454/5, Office of this Paper.

DISPENSER'S Locum Tenens by Chemist, formerly Dispenser to public institution; all-round experience and good references. "Senega," P.C.B. 80/36, Office of this Paper.

ENGAGEMENT desired, Birmingham area preferred; all-round experience; well recommended; permanency; locum work undertaken. Hanley, 64 Hunters Road, Birmingham.

EXPERIENCED Qualified Chemist, now travelling, desires to return Retail; managership, preferably view to succession; small deposit as guarantee if required. 450/180, Office of this Paper.

F.B.O.A. F.S.M.C., J.C.Q.O.; extensive experience in all branches of Pharmacy and Optics; desires position. "Wespalaer," 15 Hawthorn Road, Bexleyheath.

FIRST-CLASS Man, knows business A to Z; Selling, Managing, Dispensing, Window-dressing, Counter and Prescribing; fully Qualified, tall, excellent personality; used to Analytical Work and confidential reports on goods; free after June 30; season or locum, anywhere; used to management one or more shops; first-class references. 450/2, Office of this Paper.

IMMEDIATE Locum Work required; July 3 to 8 and July 31 to August 5; Unqualified; soundly recommended. "Trustworthy," 21 Disraeli Road, Putney, S.W.15.

JUNIOR or Improver (20), tall, smart appearance, good address; appreuticed good-class Dispensing and Retail. 62 Richmondwood Road, Bournemouth.

LADY Assistant Dispenser desires post (Hall); whole or part time; excellent references; in Brighton or near. 8 Prestonville Road, Brighton.

LADY Dispenser, free (Hall Certificate), desires permanent post or locum immediately. Miss Tyrwhitt, 377 Addiscombe Road, Croydon.

LADY (Hall), thoroughly experienced; Dispensing, Counter, Book-keeping, approved Window-dressing and Photography; requires post with good-class chemist; permanent or locum. Miss Stone, Steyning Farm Tea Rooms, St. Mary Street, Bridgwater.

LADY Pharmacist desires permanent position; 16 years' experience; keen Saleswoman, quick and reliable Dispenser, good Window-dresser; moderate salary; excellent references. Reliable, 17 Forburg Road, N.16.

LOCUM (35), Qualified, disengaged August 8, as manager or assistant. Chemist, 216 Waterloo Road, Wolverhampton.

LOCUM, Qualified; elderly, active; all-round experience; free; any part. 453/39, Office of this Paper.

LOCUM, Qualified, highest references, disengaged July 3 to July 8, inclusive; also after September 9. Mole, 138 High Street, Teddington.

LOCUM, Qualified, middle age, active, reliable, well recommended; sold own business; moderate. H. H., Berayru, Alpha Road, Birchington.

LOCUM, Qualified, highest references; free only from July 10 to August 9; fully experienced; any district. Jenkins, 13 Ferndale Road, Teignmouth, S. Devon.

LOCUM, Unqualified, with highest references; free until July 17; any part. G., 241 Seven Sisters Road, N.4.

LOCUM, M.P.S., young; excellent references; capable and reliable; moderate salary plus travelling expenses. 22 Victoria Avenue, Porthcawl, Glamorgan.

MANAGER Drug Stores or Unqualified Assistant; good all-round experience; excellent references. R. Slee, 106 Fifth Avenue, W.10.

MANAGER, Qualified and competent; preferably London or Suburbs. W., 15 Robert Road, Birmingham, 20.

MANCHESTER OR DISTRICT.—F.I.O. (24) offers his services as a competcut Assistant to a high-class Chemist-Optician; energetic, obliging, pleasant mannered, total abstainer, good appearance, height 5 ft. 10 in.; 9 years' experience in Optics, Dispensing, Counter Work and Surgical Fittiug, &c.; highest references. F.I.O., c/o "Medical Hall," 126 Oldham Road, Manchester 10.

M.P.S. (32), married, thoroughly experienced all branches, seeks responsible situation; energetic Salesman and capable Window-dresser. 454/20, Office of this Paper.

PHARMACIST (35) desires change, now managing West End Pharmacy; unique personality and business builder, all branches, including Optics. 223/977, Office of this Paper.

QUALIFIED Locum; 20 years' varied and West End experience; competent, thoroughly reliable, disengaged August 27 to September 16 inclusive. "Pharmacist," 18 Stanway Gardens, Edgware.

QUALIFIED Manager (30), excellent varied experience, seeks permanency; thoroughly efficient in all branches; Lancashire preferred. 452/35, Office of this Paper.

QUALIFIED, middle aged, desires post of responsibility; locum or permanency; disengaged. Chemist, 1 Polsted Road, S.E.6.

QUALIFIED, reliable; locum; my only free fortnight July 16 till 29, inclusive. Jones, 331 Fulbourne Road, E.17.

QUALIFIED (49); good-class Dispensing and Retail experience; 14 years in present post; free after July. 452/36, Office of this Paper.

SEASIDE Position required by smart, London-trained, Unqualified Assistant; previous season experience; salary £3 5s. Horne, 45 Park Road, Chiswick.

SEASONAL Engagement required; available immediately; Unqualified, tall, 24, male; experience at Ilfracombe, Bognor, etc. 38 Westville Road, Cardiff.

SMART Youth (16), with 18 months' experience, desires post; good reference from present employer. H. Young, 75 Sherrard Road, Forest Gate, E.7.

UNQUALIFIED Locum, available from July 10-26, male; good references; quite reliable. M., 21 Abbott's Park Road, Leyton.

## WHOLESALE.

ACCURATE costs assure net profits. Get the facts of your business and stop leaks, wastes and losses. Man (31), excellent experience, covering wide range of packed goods and allied lines, desires appointment offering good remuneration and prospects with firm requiring costs control, &c., to suit their particular business. 453/20, Office of this Paper.

ADVERTISER, a real Salesman, with over 400 open accounts London Chemists and West End Stores, desires change; reputable company can have connection and services for moderate figure. Write 452/26, Office of this Paper.

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MEDICAL PROPAGANDIST.—Experienced Representative (33), London Medical and Chemists' connection; excellent references, desires change; London or Provinces. 454/37, Office of this Paper.

MEDICAL REPRESENTATION.—Qualified Pharmacist (27), thoroughly experienced; requisite personality, smart appearance, well educated; knowledge Therapeutics, Propaganda, Medical Products; known to Doctors West End and South Coast; resident London; disengaged. 453/38, Office of this Paper.

ONE of England's foremost Salesmen, proved records, present Sales Manager, would consider partnership or executive position with company where brains, originality and organising ability are more important than capital. P.C.B. 81/6, Office of this Paper.

PHARMACIST open for engagement as Medical Representative; experience; sound knowledge of Medicine, Therapeutics and Propaganda; London area preferred. "Optimus," 3 Beverley Road, New Malden.

QUALIFIED Chemist; experienced Salesman and Propagandist; good knowledge Therapeutics and Organotherapy; live connection Doctors, Dentists and Veterinary Surgeons in North London and Suburbs; is open to represent really sound firm. 450/18, Office of this Paper.

REPRESENTATIVE with own line (Antacid) wishes represent established house, non-competitive lines; commission or salary, part expenses; excellent connection Eastern Counties; good results assured; undeniable references; own car. 450/25, Office of this Paper.

SPECIAL REPRESENTATION, Southern and South-Western Counties.—Manufacturers, Wholesalers, Trade Associations, Transfers, Publicity, Insurance or Finance Houses requiring such service in the area, in connection with PHARMACY, PHOTOGRAPHIC, or OPTICAL Business, are invited to communicate regarding an unusual opportunity; early interview can be arranged. 453/7, Office of this Paper.

UNQUALIFIED Chemist, tall, smart, requires position as Salesman to Wholesale House; travel anywhere. Chemist, 4 Redesdale Street, Chelsea.

YOUNG Lady (single) requires position in Toilet Soap Factory; good Organiser; used to controlling girl labour; thoroughly experienced from plodder to the wrapping and finishing; also a knowledge of Perfumery; excellent references. F. M. W., 12 Manor Park Road, East Finchley, N.2.


**CLEAR OUT**—your Old or Damaged Stock of Photo Goods
*Why keep them any longer? Turn them into CASH.*
**I GIVE BEST PRICES** for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.
**S. E. HACKETT, 23 July Road, Liverpool**


## COLONIAL, INDIAN AND FOREIGN.

PHARMACIST, experienced Continental, French, Spanish, Italian, desires change to represent good-class English or Continental house; single; would consider retail; travel anywhere. 436/6, Office of this Paper.

## FOR SALE.

FOR SALE.—Cash Register, National make, in excellent condition; adds all sales. R. Edwards, 1 Guildford Road, Walthamstow.

## MISCELLANEOUS.

A "BEST Fitted and Equipped" Pharmacy pulls trade; new and second-hand fittings and showcases of all kinds and sizes. Write enquiries to or call at PHILIP JOSEPHS & SONS, LTD., Shopfitters, 90/92 St. John Street, London, E.C.1.

CHEMISTS' FITTINGS, direct from manufacturer; soundly constructed in oak and mahogany; 8 ft. Drug Run, £18; 6 ft. Dispensing Screen, £14; 6 ft. Showcase Fronted Counter, £8 5s.; 6 ft. Wall Case, £11; 6 ft. Glass Counter, £8 15s.; Counter Case, 30 x 24 x 18, £2 5s., &c. Send now for photographs, or call and inspect. MYERS, Complete Chemist Fitters, 134a Kingsland Road, E.2, near Shoreditch Church. Bishopsgate 2524.

CHEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass Fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate-Glass Counters, Cash Tills, Display Stands and Glass Shelves, &c., ready for immediate delivery at competitive prices. Write or call for List. F. MAUND & E. BERG (SHOWCASES), LTD., 175/9 and 336 Old Street, London, E.C.1.

CHEMISTS' FITTINGS in oak or mahogany, also 10-ft Drug Fitting, 8-ft. Wall Case, 8-ft Glass-Fronted Counter, 6-ft. Dispensing Screen, 2-4-ft. Nests Counter Drawers; send for prices; value for money; rough sketches free. GEORGE COOK, The Working Shopfitter, 27 Macclesfield Street, E.C.1. 'Phone: Clerk. 5371.

ENVELOPES, 2s. 3d. per 1,000 and upwards. Send for free sample set. C.D.E., J. C. King, Ltd., 42 Goswell Road, London, E.C.1.

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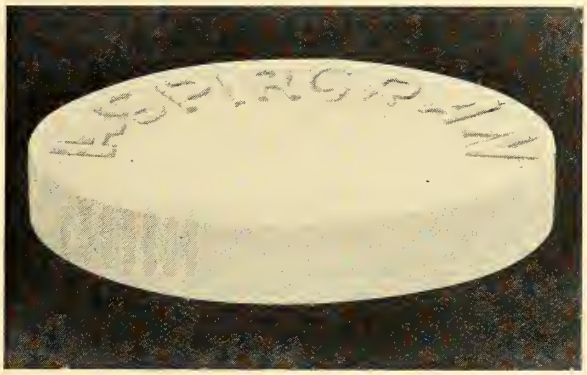

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